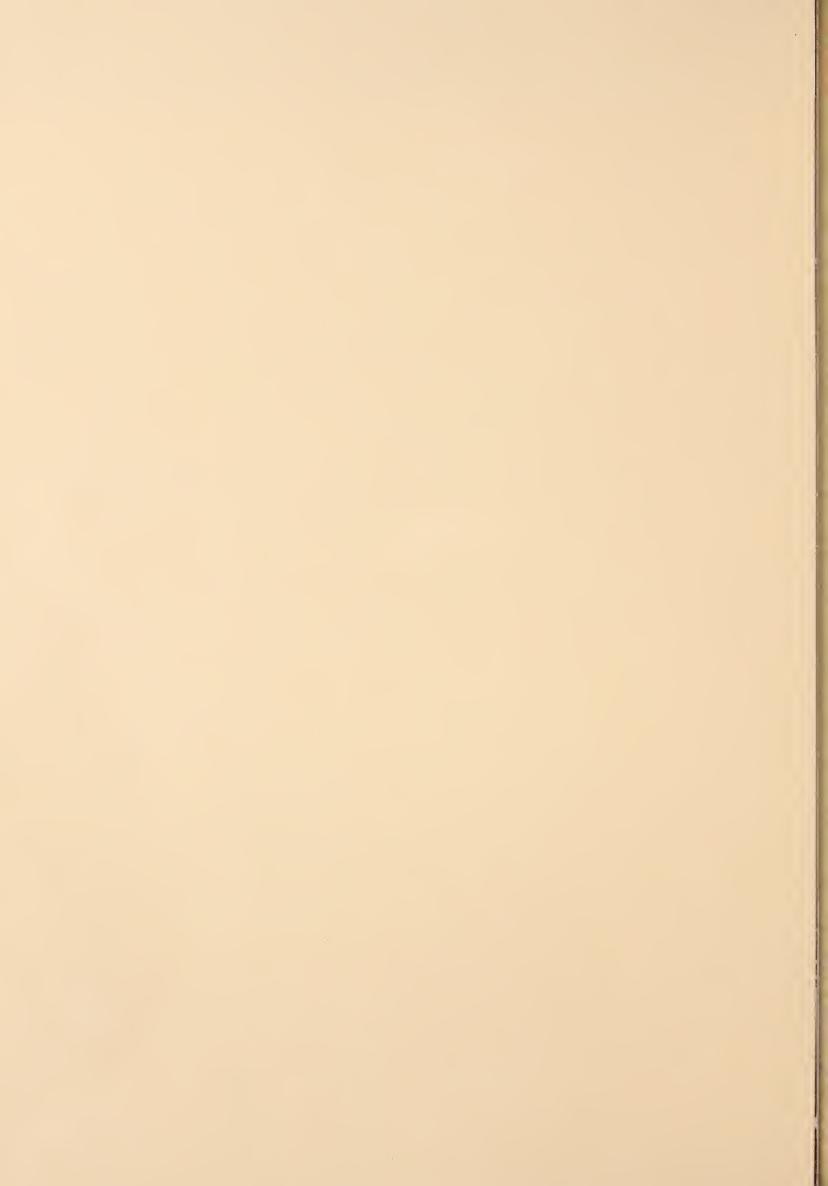
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STATE AND FEDERAL

## MARKETING ACTIVITIES

### AND OTHER ECONOMIC WORK DEPRESENT OF A grande are

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL

ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 2, 1930

Vol. 10, No. 27

### CN WINTER WHEAT.

Chairman Legge of the Federal Farm Board and Secretary Hyde of the United States Department of Agriculture are scheduled to attend a series of meetings on needed adjustments in winter wheat acreage, to be held next week in important producing States.

Wheat acreage adjustment through collective planning by farmers will be the subject of these discussions, based upon data presented by the United States Department of Agriculture in its world wheat outlook report of July 3.

The spreading of the outlook information among wheat growers in important winter wheat States will be conducted by the State Agricultural Colleges and Extension Services and by the Federal Farm Board and the United States Department of Agriculture.

The Nebraska Agricultural College will hold a meeting at Hastings July 7; the Colorado Agricultural College at Sterling, July 8; the Kansas State Agricultural College at Hays, July 9 and at Dodge City July 10; the Texas Agricultural and Mechanical College at Amarillo, July 11; and the Oklahoma Agricultural College at Enid, July 12.

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### MODIFICATION OF BFITAIN BAN ON AMERICAN APPLES TO BE SOUGHT.

Mcdification of the Britain ban on imports of American apples grading below "Extra Fancy," "Fancy," and "U.S. No. 1," between the dates July 7 to November 15, will be sought by United States Government authorities.

Although the Federal Department of Agriculture has not as yet received formal notification of the embargo, press reports have been to the effect that the stated purpose of the embargo is to prevent worm infestation. If this is correct, it is hoped that British authorities can be convinced that there is also practically no danger from worm infestation from some of the lower grades of fruit.

The Federal Farm Board, in an announcement June 28, said that "the reported embargo against the importation of apples into England and Wales between July 7 and November 15 of barreled apples not meeting 'U.S. Fancy' and U.S. No. 1' grade requirements, and for boxed apples not meeting 'Extra Fancy' and 'Fancy' grade requirements would restrict the export movement of summer and fall apples," and that both the Department of Agriculture and the Federal Farm Board "will use their best efforts to assist growers and shippers in meeting the situation."

### COLORED BREAD VIOLATES PENNSYLVANIA FOOD LAW.

The practice of artificially coloring bread, largely for decorative purposes, has come into vogue in Pennsylvania during recent months, according to the Pennsylvania Department of Agriculture.

Investigations of this bread have been made by food officials and as a result the Pennsylvania Bureau of Foods and Chemistry has taken the position that the sale of artificially colored bread is objectionable, especially when yellow color is employed, since this makes the bread appear to contain a larger proportion of eggs than is actually the case. To protect the public, the Bureau has declared that the use of artificial yellow color in bread is a violation of the pure food law and is therefore prohibited in Pennsylvania.

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### NEW JERSEY REPORTS ON ROADSIDE MARKET SURVEY.

Eighty-nine operators of roadside markets in Monmouth County, New Jersey, have reported that in 1929 their total business reached \$256,520.42, of which \$242,310.56 was in farm products, and the remainder in incidentals such as gas, oil and refreshments, according to Paul B. Mott of the New Jersey Agricultural Experiment Station. Eighty-two of the markets were operated by owners, and seven by renters. The average length of time in business was a little over five years.

The average amount of business done per year was \$2,880. The average investment in buildings was \$512. The period of operation varied from four to ten months per year, usually from June or July on. A few were open the entire year. Grades of farm products were reported as "first" or "first and second." More than half of the operators said their grades were better than those sold on the New York and other markets, and nearly all of the remainder said their grades were equal to those of New York.

Roadside market prices were reported by 45 operators as being higher than city market prices. Eighteen reported there was no difference, and four that roadside prices were less. Sixty-six said that the net return to the grower was larger. Fifty-three said the consumer paid more at roadside markets and a few said the consumer paid the same or less than city prices. About 77 per cent of the sales were made on Fridays, Saturdays and Sundays. A close relationship was found between volume of sales and volume of traffic.

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A STUDY OF FAMILY MIGRATORY LABOR in New Jersey is being made by the New Jersey State Department of Agriculture. Special attention is being given to conditions under which children are employed and work on farms. It is expected, also, that the study will reveal the need for migratory labor in the State, and the economic and social conditions under which this kind of labor works. The study will embrace the number of families employed, ages and weights of children, foods, types of work done by various members of the family, working hours, earnings, past employment, school attendance, and living quarters.

### BEEF GRADING AND STAMPING SERVICE BEING EXPANDED.

Expansion of its beef grading and stamping activities to provide service at several additional slaughtering centers, soon after July 1, has been announced by the Federal Bureau of Agricultural Economics. These centers include Buffalo, Erie, Cleveland, Detroit, and St. Louis. Experienced beef graders will be stationed in the five cities, to grade and stamp carcasses and wholesale cuts of beef for slaughterers at a nominal charge.

There was an increase of 62 per cent in the quantities of beef graded and stamped during the past five months as compared with the same period a year ago.

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### NORTH CAROLINA REFORTS ON CURRENT ECCNOMIC WOFK.

The North Carolina Agricultural Experiment Station, in its Fifty-Second Annual Report, says in connection with research in agricultural economics that "efforts in the past have been devoted mainly to the work in Farm Organization and Management. Beginning with 1928, the scope of the research work was broadened to include projects in marketing, agricultural finance, farm income, taxation, and cost of producing farm products.

"The active projects are a study of the organization and management of farms in various sections of the State; the organization and management of farms operated by croppers; methods and practices employed in the production of cotton and tobacco; cost of producing strawberries; cost of producing farm products; farm credit; farm taxation; farm income, and the marketing of cotton."

Brief accounts of results to date of these studies are contained in the report, copies of which may be obtained from the Station at Raleigh, N.C.

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### PORTO FICO FOTATO QUARANTINE AMENDED.

The Secretary of Agriculture has announced an amendment to the regulations covering the importation of potatoes, which eliminates the provision for the importation, without restriction, of potatoes from foreign countries into Porto Rico. On and after August 1, 1930, the entry of foreign potatoes into Porto Rico will be governed by the same restrictions which apply to shipments to the mainland. A recent field survey of the potato-growing areas in Porto Rico by the pathologists of the Insular Department of Agriculture and Labor revealed no evidence of the existence on that island of the potato wart disease or other injurious potato pests.

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PROF. CHARLES B. HOWE, associate economist, New Jersey College of Agriculture, has been granted a year's leave of absence to accept a position with the Federal Farm Board, as a member of the Board's division of information. Prof. Howe's new work will begin October 1.

### CPOPS IN VARIABLE CONDITION, SAYS JULY 1 SITUATION REPORT.

The crops now begin to show the variable conditions which usually develop in mid-season, says the Bureau of Agricultural Economics in its July 1 report on the farm situation,

"Corn has made a fair start, on the whole," according to the report.
"The crop is generally well cultivated, but in Iowa corn was damaged somewhat last month by storms, and in Ohio by drought. Corn is late in Nebraska and Indiana but is coming along rapidly now.

"Haying is under way with reports of rather light crop from many eastern sections. Cotton has made fair progress, being helped by the recent warm weather. Cotton is still considered somewhat late in the western belt but is generally in a fair state of cultivation.

"The bulk of the fruit supply this season apparently will come from the West. California grapes are already moving to market in good volume. The country's total production of apples and peaches promises to be about like last year. Citrus fruits will be much heavier.

"Wheat harvest is in full swing. The crop has matured early and so far has been cut under favorable conditions, barring some interruption by rains in eastern Kansas and Oklahoma. Threshing returns in the Southwest have shown irregular yields. However, the quality of the grain is high, being generally of good weight and having high protein content. Yields are roor in the Ohio Valley.

"Terminal storage space is still about half filled with old grain. World stocks of wheat are still relatively heavy, though they are probably 100,000,000 bushels smaller than a year ago - this decrease being chiefly in Argentina which was offering large quantities of wheat in competition with American grain at this time last season."

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### FARM BOARD BEGINS SURVEY OF NEW JERSEY COOPERATIVES.

The Federal Farm Board has begun a one-year survey to determine the extent and effectiveness of cooperative action among New Jersey farmers. One of the objectives of the survey is to obtain detailed information concerning the volume of business, financial condition, and costs of operating each of New Jersey's cooperatives. The Board believes that a careful analysis of the operations and financial condition will reveal inefficiencies and weaknesses which should be corrected to put these cooperatives on a sounder basis. It is also believed that the study will provide the information needed by the agricultural college and experiment station of New Jersey to organize effective extension work designed to help cooperatives.

The Board is making similar surveys of farmers' cooperatives in eleven other northeastern states, and it is hoped that the results of the studies will be ready for publication not later than July 1, 1931.

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THE TENNESSEE WOOL GROWERS' ASSOCIATION which has a membership of 1,028 farmers in 40 counties has shipped 197,536 pounds of wool to the United Wool Growers' Association at Ealtimore for storage, grading and sale, says the Tennessee Extension Service.

### CALIFORNIA LAYS EMPHASIS ON PRODUCTION COSTS.

Enterprise efficiency and cost studies are of vital importance to California farmers in adjusting production to the outlook for future prices, according to Prof. B. H. Crocheron, California Extension Service. Should the farmer be convinced by the outlook report of the desirability of reducing his prospective production, he still is faced with the problem of selecting an alternative enterprise, Prof. Crocheron says.

"The selection of the most alternative enterprise," according to Prof. Crocheron, "will depend upon knowledge of the cost of production as compared with the probable selling price. It may not even be advisable for the farmer to grow an alternative crop provided he can produce the regular crop for less than selling price, so that the profit for the regular crop will be greater than the alternative crop. The farmer's ability to make this decision will depend entirely upon his knowledge of his own cost of production for the several enterprises under consideration."

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### WOULD FEATURE NEW ENGLAND PRODUCTS ON HOTEL AND RAILROAD MENUS.

The feasibility of New England hotels and railroads buying New England products identified with the New England label and of advertising this fact on their menus was discussed at a joint session of the Agricultural and Recreational Committees of the New England Council at Poland Spring, June 13 and 14.

Hotel men showed considerable interest in the proposal but no action was recommended other than that the Marketing Officials put producers who are using the label in contact with the hotel people in order that they may be able to do business with each other. It was brought out that eggs and maple products were the only products carrying the label, available this season in sufficient quantity to interest the hotels. Price and quantity would be the basis upon which hotel men would lay most stress.

At a meeting of the New England Association of Marketing Officials at Narragansett Pier, June 18, it was stated that other supplies could be furnished hotels in sufficient quantity if they desired to use them.

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RECENT STATE BULLETINS include the following:

"A Partial Analysis of the Missouri Pig Survey Reports," Research Bulletin 139, issued by the Missouri Experiment Station, Columbia, Missouri.

"Profitable Turkey Production," Extension Bulletin 149, issued by the Connecticut Extension Service, Storrs, Connecticut.

"Growing Early Cabbage," Extension Bulletin 148, issued by the Connecticut Extension Service, Storrs, Connecticut.

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"WORLD CARPET WOOL PROSPECTS," June 1930, has been issued in mimeograph by the Bureau of Agricultural Economics.

### "PACKAGED, PRE-CUT MEATS" CONFERENCE DRAWS INTEREST.

Seventy-five representatives of the livestock and meats trade, and agricultural educational agencies, attended the conference of the New York Food Marketing Research Council to discuss the subject, "The Distribution of Packaged, Pre-Cut Meats," at New York City, June 26.

Special interest centered in the replies of Frank L. Parsloe of H.C. Bohack Co., Inc., a pioneer organization in "pre-cut" meat retailing, to reasons that have been advanced in questioning the success of this method of selling fresh meat.

In reply to the statement that consumers are not prepared to accept this innovation and tend to resist purchasing packaged meats or cuts which are not prepared in sight, Mr. Parsloe said that "consumers are already buying over 70 per cent of their meat pre-cut. This is particularly true in the large markets which cater to transient trade. I find ready acceptance for Cellophane packaged 'fresher-cut' meats in all classes of neighborhoods. Customers come in, walk along in front of the case, seem delighted with the appearance of the merchandise, and select the cuts they want, principally on the basis of size.

"Labor costs for cutting and preparing meats are greatly reduced," he said, "since straight line production methods can be used. A carcass, or side, comes out of our main cooler, on the overhead rail, alongside the first cutter. Several cutters are worked in line, side by side, and the meat passes from the hands of one to the other until it is finished pretty much the same as a car in the Ford factory is put through. Under the old method in a regular butcher shop, the cutter spends a great deal of time waiting for someone to come in and have something cut.

"An actual saving is effected on store equipment cost. The large meat box, or storage refrigerator, is eliminated. No wall racks are installed. No blocks, scales or tools are required. The very nature of the packaging scheme, with centralized cutting, makes it possible to merchandise the whole carcass to much better advantage. With the packaged method, it is possible to make fairly even distribution, and place the various cuts where they are in the best demand.

"The possibility of losses with packaged meat, due to stale products, are much less than under the old method, where the whole carcass, or side, is shipped to a store and represents several days supply. The butcher has to handle his meat into the box — out of the box — into the case, and back again. Exposed to extreme changes in temperature, there is bound to be a certain amount of deterioration, and that necessitates daily trimming. With the packaged method, the whole carcass is cut up and no further trimming is involved."

George Kramer, President, National Association of Retail Meat Dealers, Inc., declared that "fresh-cut, packaged meat with the added cost of maintenance of cases, refrigerating machinery, etc., cannot be successfully merchandized on a gross margin of 15 per cent. Add to this the present shrinkage of cuts returned as unsalable, conservatively estimated at about 5 per cent; advertising, supervision, delivery, processing costs, packaging, overhead, bad debts, depreciation, and net gain will easily add another 20 per cent. Obviously, on such a terrific cost aggregating about 40 per cent, I cannot see how such a costly product can ever become popular with the consumer."

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# MARKETING ACTIVITIES \*

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEERLY BY THE BUREAU OF ASRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 9, 1930

Vol. 10, No. 28

NEW JERSEY HAS PLAN FOR REPORTING MOTOR TRUCK MOVEMENT.

Emphasizing the increasing difficulty of reporting market shipments, because of the steadily growing volume of motor truck haulage, the New Jersey Extension Service is of the opinion that "should it be decided that form measures are warranted, we may well consider licensing all trucks which carry produce to markets of a certain class, one of the requirements of the license being that reports by telephone must be made within a certain time after loading.

"The cost of the license could be made nominal, and the State could be divided into local zones in charge of market clerks. This would make long distance phone calls unnecessary. The local market clerks would in turn make reports to a division market clerk. Perhaps three division clerks would be adequate for the State. These, in turn, would wire hourly to the New York City and Philadelphia markets the total State loadings. Similar information might at the same time be sent to various farm cooperative associations and large producers in the State. A moderate system of charging should be possible.

"The operation of this or a similar plan would, it seems, enable producers to regulate closely the amount of produce to be shipped on a given day. It is conceivable that receipts from other parts of the country might be wired from the big markets to the State market reporting system and these figures incorporated with the State totals. However, a problem of this sort can be overcome only by degrees and as a result of careful study and long observation and experiment. Its successful solution would probably require that representatives of farmers, truckers, market men, and State agricultural institutions and agencies be called together for a minute examination of facts and a broadminded consideration of plans for improving conditions."

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ELEVEN HUNDRED PRODUCTS

IN COOPERATIVE FARM RESEARCH.

There are now 1,100 active cooperative projects in agricultural research under way by State and Federal agricultural agencies, in a nation-wide effort to solve national and regional agricultural problems, according to the Joint Committee on Projects and Correlation of Research at the Chicago meeting of the Association of Land Grant Colleges and Universities last November. Most of these projects are cooperative enterprises with the Federal Department of Agriculture, but a large number represent cooperation between the States.

### NEW YORK FINDS HIGH COSTS OF DISTRIBUTION.

The cost of distributing a pound of pork has increased from three cents in 1902 to fifteen cents in 1929, according to Professor F. A. Pearson of the New York State College of Agriculture. From 1902 to 1920, he says, farmers received from 57 to 60 cents of the consumer's pork-buying dollar, and in 1929 they received but 35 cents of the consumer's dollar.

"Comparison between villages and cities," Professor Pearson points our, "show that food prices are lower in the villages where labor is cheap, for labor is the greatest part of distribution costs. Increased wages in the cities have not increased the demand for food in the cities, but with prosperity the city dweller has demanded his food in better packages. With more food in packages and with more service given by high-priced labor, distribution costs have advanced more than two and a quarter times pre-war costs."

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### NORTH CAROLINA ACTIVE IN SHIPPING POINT INSPECTION.

Five thousand, twenty-one carloads of fruits and vegetables were inspected at shipping points in North Carolina during the first six months of this year, according to R. B. Etheridge, chief, North Carolina Division of Markets. Mr. Etheridge reports that this is a greater volume of inspections than in any similar period since the work was stated; a larger number of shipping points was covered, and a wider range of commodities was inspected. A personnel of 95 temporary men was required during the heavy movement in June.

Mr. Etheridge reports also that during the six-month period a representative from the Division of Markets has been assisting home and county agents with their curb market problems, and that rules and regulations for curb markets are being drafted, and standards set up for the various commodities sold.

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### CONNECTICUT MAKING SURVEY OF VEGETABLE INDUSTRY.

A survey to ascertain vegetable acreage, production, and marketing methods on all Connecticut farms where the commercial acreage is in excess of two acres is being made by the Connecticut Department of Agriculture. A comparison between the 1929 and 1930 acreages will be made and definite information obtained regarding where and how Connecticut vegetables are sold. When complete, this survey is expected to show the relative importance of different vegetables by acreages and years, also the relative importance of different city markets and different outlets within those markets such as wholesalers and retail stores. The survey is being made in cooperation with the Connecticut Agricultural College, the Extension Service, County Farm Bureaus, various local vegetable growers' associations, and individual growers. More than 2,000 questionnaires have been mailed to vegetable growers.

### <u>IOWA CAUTIONS FARMERS</u> AGAINST OVER-PRODUCTION.

"Much has been said about the greater profits to be derived from large farms than small ones and about the greater efficiency of the larger places, but in such a period as the present ,with falling prices, farmers should move cautiously in expanding their acreages or other enterprises," says Albert Mighell of the Agricultural Economics Section of Iowa State College.

Mr. Mighell bases this warning on an analysis of the complete farm records kept last year on 39 Webster County farms. In 1929, he says, it was the men with the most livestock who made the largest net return. In 1929, the grain and livestock farms showed about equal returns. The large farm operators, those with 240 acres or over, Mr. Mighell found, were not so efficient in handling livestock, nor in crop production last year as the farmers who had 120 acres or less. On the large farms, the profit per 100 pounds of pork produced was \$1.27, as contrasted with \$2.31 on the small farms.

The large farms produced crop yields valued at an average of \$25 an acre, while the small farms produced \$29 worth of crops per acre. On the large farms, however, power and machinery cost \$5.85 per crop acre in comparison with over \$11 on the small farms. Here the large farms had a distinct advantage.

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### NEW HAMPSHIRE ASKED TO ESTABLISH TOMATO GRADES.

The New Hampshire Department of Agriculture is endeavoring to ascertain the desires of producers, shippers and other members of the trade in the State with regard to the establishment of grades for tomatoes so that the product may be sold under the New England Label. Some interest has been manifested by growers, and should a sufficient number desire that grades be established, the Department will arrange for public hearings to consider grades, their rules and regulations, preliminary to their establishment.

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### FARM PRICES AVERAGE SLIGHTLY LOWER FOR MONTH.

The index of the general level of farm prices declined 1 point from May 15 to June 15, and at 123 per cent of the pre-war level on June 15, the index was 12 points lower than a year ago and was at the lowest level since October, 1922, according to the Bureau of Agricultural Economics.

The decline in the index from May 15 to June 15 was the result of lower farm prices for cotton, cottonseed, oats, rye, barley, flax, hay, potatoes, cattle, sheep, wool, and all dairy and poultry products.

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"CREDIT PROBLEMS OF NORTH CAROLINA CROPPER FARMERS" has been issued as Bulletin 271 by the North Carolina Agricultural Experiment Station, Raleigh, N. C.

### FARM BOARD APPROVES PECAN ASSOCIATION; TUPNS DOWN RICE CORPORATION.

The Federal Farm Board, on July 3, approved the plan of organization of the National Pecan Marketing Association, a central cooperative sales agency for the merchandising of pecans, with an authorized capital stock of \$500,000. Articles of incorporation have been filed in Delaware.

The Board, on July 8, announced that it "feels that the creation of a stabilization corporation for rice is not advisable at this time. Under present conditions the Farm Board believes that prices can be stabilized and production more satisfactorily controlled by the growers themselves through a strong cooperative marketing association."

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### FARM CFICKENS SHOW MODERATE INCREASE.

The number of chicks and young chickens of this year's hatch on hand June 1 in the farm flocks of crop reporters was about 6 per cent greater than the number on June 1, 1929, according to the Federal Crop Reporting Board. The number on May 1 was more than 20 per cent greater and on April 1 it was almost 60 per cent greater than on the same dates a year ago.

The season was unusually early and favorable for laying and hatching this spring, and production of chicks by commercial hatcheries was extremely heavy, says the Board. "Judging from the June returns of crop reporters for their own flocks, the final increase in numbers this year is likely to be moderate."

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#### NEW JERSEY FINDS COST OF OPERATING GARDEN TRACTORS.

Information has been obtained by the New Jersey State College of Agriculture on the cost of operating ten garden tractors on market garden farms in Passaic, Essex and Bergen Counties. Six of the tractors were Bolens and four were Graverly. The average original cost of a new tractor was \$220.20. Four of the tractors were four years old, three were three years old, two were two years old, and one was one year old. The average present age was three years and the average present estimated value per tractor was \$82.50. The average estimated life of this type of tractor was six years, with an average annual use of twenty-nine days.

The tractors consumed on an average ten hour day, two gallons of gasoline and 1.56 pints of oil. The average total repairs was \$14.85. This item is presumably a little low as none of the tractors in the group were either five or six years old when repairs would probably be highest.

Using \$20 as an arbitary turn in allowance value at the end of six years use, an average cost of 20.4 cents per hour to operate a garden tractor of the type used in the area surveyed was indicated.

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OFFICIAL STANDARDS FOR THE INSPECTION OF APPLES are available in printed form from the Bureau of Agricultural Economics.

#### NORTH CAROLINA MAKING STUDY OF COTTON MARKETING.

A study of prices paid at eleven local cotton buying points in North Carolina, scattered to represent different conditions, in order to deter-·mine to what extent local prices take into account such factors as color, grade and staple is being made by the North Carolina Experiment Station.

In this study, an arrangement is made with a local ginner at each point whereby the sales of individual bales may be traced and the price paid at the local point secured from the local buyer. Samples from these identical bales are sent to the United States Department of Agriculture for classing as to grade, staple, and color. It is then possible to make computations which will indicate whether the local price - grade for grade, staple, for staple, and color for color - correspond with the prices paid at terminal markets, after cost of transportation, handling and insurance to move the bale from local point to central point have been deducted.

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#### STANDARDIZATION OF FARM PRODUCTS MEETS MODERN NEEDS.

Despite the increasing use of standards for farm products, there is still considerable discussion as to whether it pays to grade agricultural products, says the U.S. Department of Agriculture in Circular 8-C, entitled "National Standards for Farm Products", just issued.

The department points out that standardization is a means rather than an end in itself. Whether or not the producer or marketer is compensated for the additional effort and expense involved in making such classifications depends upon his subsequent marketing practices and upon the trade demand for standardization products.

"For example," the department says, "a country merchant seldom establishes price differentials for different grades when buying eggs from producers in very small lots. In contrast, large assemblers of eggs find it highly desirable to grade their shipments so that throughout the regular trade channels they may be bought and sold according to accepted commercial grades. As a general statement it may be said that the smaller the volume of business the less likely it is that grading to generally recognized standards will pay. In large-scale operations, however, standardization is now universally recognized as a basic requirement for success."

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#### ILLINOIS FARMERS CLOSE SECOND BEST YEAR IN DECADE.

The year 1929 was the second best year for farm earnings in Illinois since the depression began in 1920, according to summaries which have just been made of accounts which 1,950 farmers in 90 counties of the State kept in cooperation with their county farm advisers and the Illinois College of Agriculture. It was calculated that the average farmer of the State made 3.7 per cent on his capital during 1929.

### REPORTS PROGRESS ON NEW ENGLAND MARKETING PROGRAM.

The New England Farm Marketing Program, adopted four years ago through the efforts of the New England Council and sponsored by the Governors and Commissioners of Agriculture in each of the six New England States, marks a forward stride in New England agriculture, Sidney A Edwards of the Connecticut Department of Agriculture told members of the American Institute of Cooperation at Columbus, Ohio, July 8.

"This program," Mr. Edwards said, "is making a special effort to have local farmers specialize and concentrate on producing those products that the consumer wants, prepare them for market so that they will pass a most rigid quality test and identify them properly so that there can be no possibility of misrepresentation."

Uniform legislation has been adopted in each of the six New England States and uniform voluntary grades, protected by an inspection service, have been established. The New England Quality Label is used to identify top grades of local product. Nearly 4,000,000 of these labels have been used.

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Copies of "AGRICULTURE AND THE TARIFF", a radio talk by Secretary Hyde of the U.S. Department of Agriculture, may be obtained from the Office of Information, Department of Agriculture, Washington, D.C.

RECENT MIMEOGRAPHS by the Bureau of Agricultural Economics include "World Dairy Prospects"; "World Flax and Flaxseed Prospects"; "World Wool Prospects", and "The World Wheat Outlook".

"CABBAGE FERTILIZER EXPERIMENTS" has been issued as Bulletin 180 by the New Mexico College of Agriculture, State College, N. M.

"FACTORS AFFECTING THE MECHANICAL APPLICATION OF FERTILIZERS TO THE SOIL" has been issued as Technical Bul.letin 182 by the U.S. Department of Agriculture.

"COTTON VARIETIES" has been issued as Bulletin 181 by the New Mexico College of Agriculture, State College, N. M.

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THE AMERICAN FARMER, in 1925, according to Dean F. B. Mumford, Missouri College of Agriculture, cultivated 33 acres per man, as compared to 16 1/2 by the farmer in Scotland, 9 1/2 in England, 8 in France, 6 in Germany, and 4 in Italy. The production of grain per man in the grain growing section of the United States has increased from 12,000 pounds in 1870 to 25,000 pounds in 1925. The average wool fleece in 1800 was 2 1/2 pounds, now it is nearly 7 pounds.

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July 16, 1930

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#### BRITISH EMBARGO ON APPLES.

Secretary Stimson has asked the British Government through Sir Ronald Lindsay, the British Ambassador, to modify its recent embargo against American apples on account of the apple fruit, fly so as to admit under certificate of inspection the recognized official grades of American apples above the unclassified and certified combinations of those grades, according to the press of July 12. The report says: "The apple fruit fly, it was argued, has been found west of the Great Plains regions, so that the Pacific coast is not affected by the pest. 'It was pointed out to the British Ambassador that the United States Department of Agriculture is in full accord with the stated purpose of this action and wishes to cooperate in full measure with the British authorities in obtaining the end in view. At the same time, it was believed well to call the attention of the British Government to certain aspects of the order which do not touch upon factors significant in determining the soundness of the fruit or its freedom from insect pests, but which impose undue hardships upon the exporters and importers of apples and materially limit British trade in American apples during the period designated ... '"

### <u>VALUE TO U. S. HOUSEWIVES.</u>

The housewife will have a choice of two classes of canned foods under the amendment to the Federal food and drugs act enacted by Congress and recently signed by the President, according to the chief of the Food and Drug Administration.

"This amendment, known as the "Canners' Bill authorizes the Secretary of Agriculture to promulgate from time to time reasonable standards of quality, condition, and fill of container for each generic class of canned food except meat and meat products and canned milk. Such standards are now being formulated by the department. The law also authorizes the Secretary to prescribe a form of statement which will clearly differentiate articles from those which meet the standards."

"The value of this law to the housewife will be the assurance that the canned foods she purchases meet a definite standard established by a government agency. The amendment will not constitute a bar to the manufacture and sale of wholesome canned foods of a quality lower than the standard, but such products must be properly labeled so that if the housewife wishes a less expensive canned product she will be able to buy it with full knowledge of its character and with full assurance that it is a wholesome product and neither adulterated nor misbranded."

#### WHEAT PRODUCTION ADJUSTMENT CONFERENCES.

In a recent talk over the radio by C. C. Teague, member of the Federal Farm Board, referring to the Wheat Production Adjustment Conference upon which Chairman Legge, of the Federal Farm Board, and Secretary Hyde, of the Department of Agriculture, have been engaged, he said:

"The object of these meetings is to present to farmers of the hard winter wheat belt the world wheat outlook over the next few years and the necessity of a proper adjustment of production as a means of increasing the grower's income. An attempt is being made to launch for agriculture a collective planning program, including production as well as marketing.

"From the Federal Farm Board's standpoint it is putting into practice one of the outstanding policies laid down by Congress in the Agricultural Marketing Act. This particular policy was designed to aid farmers in preventing and controlling surpluses in agricultural commodities through orderly production and distribution so as to maintain advantageous domestic markets and prevent such surpluses from causing undue and excessive fluctuations or depressions in prices for the commodity. It is an application of one of the special powers of the Farm Board 'to keep advised from any available sources and make reports as to crop prices, experiences, prospects, supply, and demand, at home and abroad,' and 'to investigate conditions of overproduction of agricultural commodities and advise as to the prevention of such overproduction.' x x x"

Growers have two ways of meeting the situation. The first is through extensive adjustment in wheat acreage and the second by substantially reducing the production cost of wheat per bushel. Both acreage adjustment and cost reduction are necessary if wheat raising is to be profitable to farmers generally during the next decade, according to the facts that are now being presented to the farmers of the winter wheat belt.

"Adjustment of acreage and production costs are all a part of agriculture's planning program. Economic conditions, not only in the United States but throughout the world, and the effects of deflation of industrial stocks on the purchasing power of the public, are having a depressing effect on most agricultural commodities with surpluses in many lines. The Board is doing the best it can to assist agriculture to meet these conditions but of course can not accomplish the impossible. It cannot set aside the laws of supply and demand; farmers must in the long run adjust production to demand. During its first year the Board has advised farmers to reduce on only two crops, wheat and cotton, and warned them against the danger of increasing the production of tobacco." x x x"

SOIL SURVEY OF BARTOW COUNTY, GEORGIA; is a recent publication of the Department in cooperation with the State College of Agriculture.

. . .

### GOVERNMENT SEEKS INFORMATION TO FIX CANNED FOOD STANDARDS.

The following letter (in part) has been issued to the canning trade by the Chief of the Food and Drug Administration of the U. S. Department of Agriculture.:

#### TO WHOM IT MAY CONCERN:

The Congress of the United States has passed and the President has approved an act commonly known as the "Canners' Bill" designed to amend the Federal food and drugs act of June 30, 1906, by authorizing the Secretary of Agriculture to determine, establish and promulgate from time to time a reasonable standard of quality, condition, and/or fill of container for each generic class of canned food except meat and meat food products and canned milk. It also authorizes the Secretary to prescribe a form of statement which must appear in a plain and conspicuous manner on each package or label of canned food which falls below the standard promulgated by him and which will indicate that such canned food falls below such standard. (The text of the amendment to the food and drugs act is here quoted.)

The amendment becomes effective immediately and this is to announce that the Food and Drug Administration , which is in charge of the enforcement of the food and drugs act, will begin at once the formulation of the tentative standards of quality, condition, and/or fill of container for the more common canned food products. It is the purpose of the Administration in drawing up these standards to seek information from canners, from distributors, both wholesale and retail, and from consumers and consumers' organizations.

Before a final announcement of any standard or standards and of any designation intended to describe products which fall below the standard is made, criticism will be invited from all who are interested. In all instances public hearings will be held \* \* \*.

#### NEW JERSEY POTATO CROP MOVING.

The New Jersey Department of Agriculture in an effort to aid potato growers in marketing their crop to the best advantage has opened an office at Hightstown, in the heart of the New Jersey potato belt. A specialist will be stationed there throughout the digging season, which is expected to begin next week, to distribute information on market conditions, prices, and crop movement. This is a service similar to that rendered by the Department last year and which it is understood proved popular and beneficial to the growers.

#### OHIO POULTRYMAN TO TOUR MICHIGAN.

The poultry department of the Extension Service of the Ohio State University announces a tour of Ohio poultrymen through the State of Michigan from July 28 to August 1, during which time visits will be made to various farms having large flocks of chickens, turkeys, ducks, partridges, pheasants and pigeons. The tour will include visits to a modern feed mill, a packing plant for poultry and poultry products, the Michigan State Agricultural College, the Ford Motor Company, Henry Ford's Antique City, and the Larro Research Farm. This is the third annual trip of the kind to be undertaken.

### COLD STORAGE CAPACITY INCREASING.

An increase in refrigerated warehouse capacity in the United States over the two year period ending October 1, 1929, is reported by the Bureau of Agricultural Economics in its biennial survey of cold storage facilities.

The total warehouse space on October 1 is placed at 728,594,833 cubic feet, an increase of 9 per cent as compared with the same date in 1927. There were 1,400 concerns operating these warehouses as compared with 1,323 concerns on October 1, 1927.

The largest increase has been in public warehousing space which was 42,914,041 cubic feet greater than in 1927. private warehouse space increased 4,326,747 cubic feet in the two-year period, and warehouses doing primarily a private business but doing some public business incidentally, increased by 3,046,638 cubic feet.

In the meat packing industry, there was an increase of storage capacity amounting to 20,710,063 cubic feet, but this is offset somewhat in that packing houses doing an incidental public storage business reduced their space by 10,249,229 cubic feet.

#### NEW WEED PEST IN NORTH DAKOTA.

According to the North Dakota Agricultural College, leafy spurge, until recent years a relatively uncommon weed pest in North Dakota, is rapidly gaining a foothold there, judging from reports and observations made by county agents and farmers. One of the particularly bad features of this weed is that it cannot be used for pasture, as is done with quack grass and sow thistle.

The weed is a perennial and spreads both by seeds and roots, according to O. A. Srevens, agricultural college botanist. It was first found at Fargo in 1909 and since then it has been reported from localities at various places west to the Missouri River.

The weed is pale green, grows to three feet high with many narrow leaves and with milky juice; flowers are yellowish and small and grow in flat topped clusters. At a distance patches resemble goldenrod but are not as bright yellow.

### MARYLAND TO HOLD FARMERS' MARKETING CONFERENCE.

The Extension Service of the University of Maryland is sponsoring a Farmers' Marketing Conference to be held at College Park, from August 12 to 15. This is the first meeting of the kind to be held by the State. Topics relating to the marketing of farm products will be discussed at the morning meeting while during the afternoons those in attendance will divide into groups in order to discuss their own particular problems. Leaders in the cooperative movement in Maryland as well as authorities from other States, and the U. S. Department of Agriculture, are expected to be on the program to discuss marketing problems. Representatives from the Federal Farm Board also will be present to throw light on the work of the Board and to give such information as may be desired.

#### RAILROAD ASSUMES LIABILITY WHEN ARTICLE IS COMMITTED TO IT FOR TRANSPORTATION AND BEFORE ACTUAL SHIPMENT.

Farmers' Union Co-op. Creamery v. Atchison, T., & S. F. Ry. Co. Supreme Court of Kansas, June, 1930. (288 Pac. 569).

An interstate shipment of butter is involved in this litigation. Judgement was for plaintiff and defendant appeals. Affirmed.

The case was decided against the railroad because it had not kept the butter in a low temperature between the time of delivery to its agents and the time it was put in the refrigerator cars.

Plaintiff delivered considerable quantity of butter to defendant railway at Kansas City for shipment to Wilkesbarre, Pennsylvania. Damage was claimed because upon arrival at destination the butter was covered with green mold and was greatly deteriorated in value. Plaintiff alleged that defendant was negligent in that the butter had not received proper refrigeration while in transit. Defendant contended that if the butter upon arrival at destination was covered with green mold, such condition was not the fault of defendant but resulted solely in consequence of defect in the shipment and the inherent nature thereof in that the butter contained the green mold when loaded into the refrigerator cars of defendant at Kansas City, and that no refrigeration could prevent the butter from becoming covered with mold or spots. It was found that the refrigerator cars in question had been fully iced and that there was a quantity of ice in the cars upon arrival at destination and that subsequently the butter was kept in a low temperature.

In submitting the question to the jury it was asked if it found verdict for plaintiff to state what acts of negligence the carriers handling the shipment were guilty of and answered "from evidence introduced the butter did not receive proper refrigeration from the time the S. F. Railway received it at the dock until it was put in the refrigerator car." The appellant contends that this finding of the jury was not within the issues and that having been charged with a lack of proper refrigeration in transit the defendant had taken that to mean after it had been placed in the refrigerator car. In passing upon this question the Court said:

"There is no legal reason why defendant should have taken that view of the allegation of the petition. In General Oil Co. v. Crain, 209 U.S., the court said: 'The beginning and the ending of the transit which constitutes interstate commerce are easy to mark. The first is defined in Coe v. Errol, 116 U. S. 517, to be the point of time that an article is committed to a carrier for transportation to the State of its destination. '"

It was stated further: "The shipment was as much in transit after defendant had taken possession of it and before it was placed in the refrigerator car as it was thereafter ..."

When the shipment reached Chicago its appearance indicated that the butter had been in a temperature of from 80° to 90° as it had melted so that the outside of the tubs was stained and it had again solidified. Since this condition could not have been brought about while the butter was in the refrigerator cars the jury might reasonably infer that the butter had been subjected to a temperature of that kind after it was received by the carrier and before it was placed in the refrigerator car.

With this finding by the trial court for the plaintiff the court here agreed and, accordingly, the decision was affirmed.

H. F. Fitts.

#### NEW CONNECTICUT BULLETIN.

"Connecticut Market Demand for Certain Agricultural Products 1929" is the title of a bulletin just issued by the Connecticut State Department of Agriculture. The bulletin aims to show the number and contents of carloads of certain agricultural products shipped into the State, the season in which shipped, the area from which they come, the general trend of importations and the status of competing areas.

## List of Manufacturers and Jobbers of Fruit and Vegetable Containers (Revised to June 30, 1930).

Compiled by Gladys Burrows of the Division of Fruits and Vegetables is a mimeograph publication of the Bureau now available for distribution.

STATE AND FEDERAL

## MARKETING ACTIVATES\*

#### AND OTHER ECONOMIC WORK

A RESTEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 23, 1930

Vol. 10, No. 30

Fruit and Vegetable Handlers
Must Apply for U. S. License.

Application forms for licenses under the Perishable Agricultural Commodities Act, approved by the President on June 10, are being mailed to dealers in fresh fruits and vegetables from the Bureau of Agricultural Economics. Under the act it is the duty of dealers and handlers to apply for a license and it is not incumbent of the Department to notify them individually. Nevertheless, the Department is endeavoring to notify all persons affected by the law. The act provides that all dealers must have licenses to operate after December 10, 1930. Requests for application forms should be addressed to the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

### Corn Sugar Hearing Called by Secretary Hyde.

The question of the necessity for labelling prepared food products to show the presence of corn sugar is the subject of a hearing called by Secretary of Agriculture Hyde for Friday, July 25th at 10:00 a.m.

The administrative position under the Food and Drugs Act, held by the U. S. Department of Agriculture, provides that the use of refined sugars other than cane or beet sugar, (sucrose), in foods be indicated on the label. The use of cane sugar or beet sugar need not be indicated on the label.

The hearing will be held at the Secretary's Office at the Department of Agriculture and all persons interested in the proposed change are invited to attend.

#### Handbook of Fairs and Dates, 1930.

This publication is now being distributed by the Connecticut State Department of Agriculture. The Handbook lists the officers and dates of the 31 fairs to be held in Connecticut from August 27 to October 15.

#### Correction.

In last week's issue of Marketing Activities in the item "British Embargo on Apples" the quotation on the report was erroneous by reason of the ommission of the word "not". The sentence should have read: "The apple fruit fly, it was argued, has not been found west of the Great Plains regions, so that the Pacific Coast is not affected by the pest."

### North (acolira Department of Agriculture - Annual Report

The activites of the various divisions of the North Corolina Department of Agriculture are indicated in a report made at the July meeting of the State Board of Agriculture by Commissioner Graham. A summary of the report has been issued in pamphlet form.

### Pennsylvania Fotato Growers On Tour to Canada.

The Pennsylvania State College reports the 9th annual tour of the Pennsylvania Potato Growers' Association to Canada, starting on August 18 and ending August 23. The trip will include Montreal; then Aroostook county, famous potato-growing section of Maine, where the entire day, August 2, will be spent with the Maine Potato Growers' Association as host; then to Prince Edward Island, Canada - a prominent source of seed potatoes. The party will return to Quebec for sight seeing for a day, and then resume the trip homeward.

#### Morld's Flauseed Prospects.

A report of world flaxseed prospects was issued by the Bureau of Agricultural Economics on July 19. The report shows that the July 1 estimate of the 1930 flamseed acreage for the United States was 4,389,000 acres, which is an increase of 1,297,000 acres or 42 per cent over last year. The estimated acreage sown to flamseed in Canada this year is 452,000 acres compared with 332,359 acres last year. The July 1 estimate of production in the United States for 1930 was 30,100,000 bushels. Production of flaxseed for 1929 in sighteen of the leading flax producing countries was 116,639,000 bushels or about 21 per cent less than for 1928. These eighteen countries produced 96 per cent of the estimated world total in 1928. Revised estimates place the 1929 flamseed production in the United States at 16,844,000 bushels, which is only 84.5 per cent of the amount produced in 1928. During 1929 the acreage devoted to flamseed in twenty-four countries, which accounted for 98 per cent of the estimated world acreage in 1928, was 5 per cent less than in 1928, indicating that the small 1929 prop was largely a result of low gields per acre.

#### New York State Commission Merchants law.

Considerable activity under the Commission Merchants' Law is indicated by the State Department of Agriculture and Markets in a report issued to the Commissioner for the year ended June 30, 1930. This is primarily a service in giving protection to the shippers of farm produce to commission merchants. There were 633 licensees under the law from whom a license fee of \$10 each was collected. Applications were denied by the Department in two cases on the ground of unsatisfactory showing as to character, responsibility, etc. Bonds totaling nearly two million dollars have been filed with the Department for the protection of consignors. Adjustments were negotiated where failures of firms concerned had occurred, and recoveries of considerable amounts from the sureties were made by the Department in other complaints. The total number of claimants under adjustments made by the Department was 240.

#### Tobacco Grading Service Expanded.

The official tobacco grading service in the Atlantic Coast States which has been conducted duting the past year will be carried on at several new markets during the marketing season of 1930-31.

Douglas and Tifton, Georgia, and Live Oak, Florida, have recently applied for official graders. Last year the Virginia markets where official tobacco grading service was available were South Hill, Lynchburg, and Farmville. This year in addition to those markets the Federal graders will be stationed at South Boston and Danville, the latter being the largest market in the State and one of the important selling points for fluecured tobacco. Petersburg and Blackstone are also under consideration. In North Carolina this year the service will be available at Smithfield, Williamston. Tarboro, and probably at one or more of the larger markets, in addition to the one market at Smithfield which was served in 1929. The Department states that the service proved popular last year as indicated by the long distance many growers hauled their crop to have it officially graded and by the number of calls for grading service made recently; that it was clearly shown last year that official grading not only had a beneficial effect on prices received by growers, but also stimulated the better preparation of the tobacco for market. Approximately 11,000,000 pounds of tobacco were graded officially during the 1929-30 season. A greatly increased volume of business is anticipated for the coming year.

#### Foreign Economists to View New York Markets.

An announcement from Ithaca states that agricultural economists from 20 countries will study New York markets under the guidance of the Department of Agriculture and Farm Management July 26 to 29; the trip being a part of a preliminary tour which these men will make before the International Conference of Agricultural Economists which holds a two weeks' session at Cornell from August 18 to 29.

The financial markets, as well as the produce markets, will be visited. The group also will be guided through the Federal Reserve Bank and the Stock Exchange. On one day the party will see the early morning handling of the produce from the piers on West Street down through the wholesale and jobbing markets to the retail stores. Also the fruit and vegetable auctions will be studied. The cooperative marketing associations, the Dairymen's League Cooperative Association, and the Pacific Egg Producers Cooperative Association will participate in the trip. The last day of the tour will be taken up with visits to milk products plants.

#### New Jersey Reports on Roadside Marketing.

Upon the completion of a roadside market survey by the Bureau of Statistics and Inspection of the State of New Jersey, it is estimated that the annual sales at roadside markets within the State amounts to \$1,500,000.

#### Louisiana Crop Improvement Association.

The Agricultural Extension Division of Louisiana reports that a Louisiana Crop Improvement Association will be organized during the Farm Short Course at the Louisiana State University from August 11 to 14. This Association will be organized on the basis of mutual help, without capital stock, and for the purpose of aiding its members in the production of certified and registered seed in accordance with the rules and regulations to be prescribed. The agricultural extension and experiment station staffs are offering their full cooperation to the leading farmers desiring to produce quality seed under the supervision of these authorities.

Although it is indicated that there are 30 States in which State Crop Associations are operating, there is none in Louisiana at the present time.

#### Minnesota Seed Potato Tour.

Extension Division, University of Minnesota, and the State Department of Agriculture, will take place on July 29, 30, and 31. The object of these tours is to give farmers an opportunity to study approved methods of potato growing in actual practice, and to give possible purchasers of seed potatoes an opportunity to study Minnesota sources of supply. Those participating in the tour will have an opportunity, not only to study the growing crop, but to observe the uses of modern machinery, the control of insect pests and plant diseases, and to inspect fields entered for certification, as well as plots of new seedlings. The tour will be made by automobile.

### GRAIN GRADING SCHOOLS IN MONTANA.

An item from Bozeman states that each of the 13 grain men attending the grain grading school held at Montana State College, July 14 and 15, had the opportunity of making a complete protein test on a sample of wheat; that they also had the opportunity to see demonstrations of grain grading equipment, grading of samples, and to hear a discussion of carloading and its effect on terminal grading, weighing and protein results.

The school at the State College was the first of a series being held over the State by the Federal Grain Supervision Bureau in cooperation with the Montana Department of Agriculture and the Montana Extension Service. Other schools being held are: Harlowton, July 16 and 17; Billings, July 18 and 19; Lewistown, July 21 and 22; Havre, July 23 and 24; Conrad, July 25 and 26; Great Falls, July 28 and 29; Fort Benton, July 20 and 31.

The schools were started in order to comply with requests from elevator operators and managers over the country for training in grain grading. B. W. Whitlock of the Pacific Coast Headquarters of the Bureau is in general charge of schools being held in the western States.

#### WESTERN STATES EXTENSION CONFERENCE.

Arrangements are being made at Montana State College for the annual Western States Extension Conference which will be held there five days, August 11 to 15. Representatives from 11 western States and the territory of Hawaii will attend. Such conferences have been held for several years.

The program will deal with problems of extension work with much discussion over the specific problems of farm management, home management, outlook service and marketing. The meeting places rotate among the several States. This will be the first time the conference has ever met in Montana.

#### New York Farm Tours in August.

Many county agricultural tours have been abandoned this year in favor of the regional tours and field days at the New York State College of Agriculture. They expect about 4,000 farmers to attend the six tours arranged by growers' organizations cooperating with the College. Two tours are scheduled for the potato growers. One tour starts on August 4 and for two days certified fields of various varieties will be inspected. Another town will go on August 19 and 20 to western New York, where many potato fields will be seen, and the operation of the newest potato machinery observed. Other tours are the New York State Horticultural Society visits to the Cornell University Experiment Station on August 7, and the State Vegetable Growers' Association market and field trip on August 21, 22, and 23; this latter tour will include trips to Long Island and to the New York City markets.

#### DRIED PEACH MARKET INFORMATION.

Eulletin No. 1, the first of a series of reports to be issued during the season, under the Federal-State Marketing Service, has been released from Sacramento, California. Copies will be supplied upon request. The purpose of these reports is to present the latest available information as to the factors bearing on the dried peach market. This first bulletin includes a general description of the peach-producing sections of the world, the importance of each, price and production data for a series of years, and currant crop and market data.

MARKETING CALIFORNIA PEARS, 1929, being a summary of the season's activities under the Federal-State Market News Service, by C. J. Hansen and O. W. Holmes, is now available in mimeograph form.

U. S. STANDARDS FOR AMERICAN (EASTERN TYPE) BUNCH GRAPES, 1930, has been issued by the Eureau of Agricultural Economics.

WILLAMETTE VALLEY WOOLS IN RELATION TO LOCAL CONSUMPTION;

MARKETING WILLAMETTE VALLEY WOOLS THROUGH THE PACIFIC COOPERATIVE WOOL GROWERS:

THE MARKET SITUATION AND OUTLOOK FOR THE OREGON CANNED FRESH PRUNE,

are publications recently issued by the Agricultural Experiment Station of the Oregon State Agricultural College.

#### COOPERATIVE MARKETING PROGRAM FOR SUGAR BEETS BEING FORMULATED.

Announcement is made by the Federal Farm Board that it has designated sugar beets as a commodity under the law and has invited representatives of the growers in seventeen beet-producing States to meet in Greeley, Colorado, on Saturday, August 2, to develop a national cooperative marketing program for the product.

It is indicated that a preliminary conference of growers representing approximately 75% of the sugar-beet acreage was held in Colorado in June, which was attended by representatives of the Farm Board, and at which a resolution was adopted requesting that steps be taken by the Farm Board to assist in the organization of a national association of growers.

STATE AND FEDERAL

## MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK Department of A .....

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 30, 1930

Vol. 10, No. 31

### CONFERENCE ON WHEAT SITUATION IN CENTRAL STATES.

The world wheat situation and the need for acreage adjustment by farmers in Indiana, Illinois, Ohio, Michigan, Missouri and Kentucky, will be the subject of a conference by Chairman Legge of the Federal Farm Board and Secretary Hyde of the United States Department of Agriculture with agricultural extension leaders at Indianapolis, Indiana, August 1.

Extension directors, directors of experiment stations, economists, agronomists, and editors, have been invited to attend the meeting. The wheat situation in the Soft Winter Wheat Belt and the changes that are desirable in the plans for fall seeding by farmers will be discussed by speakers from the Department of Agriculture and the States. This conference will be preliminary to meetings of farmers to be held by extension agencies at which the wheat outlook will be discussed in relation to the local problems of each county.

#### PACKERS CONSENT DECREE.

The Livestock Advisory Committee, appointed by the Federal Farm Board, recently submitted to the Board various recommendations with the view of improving the present livestock and meat marketing conditions. Among them was one favoring the modification of the so-called Packers Consent Decree. This recommendation reads:

"It is the opinion of this Committee that in the interest of both the producers of livestock and the consumers of our product that the so-called Packers Consent Decree should be so modified to permit the packers to retail meat and thus determine for those who produce and buy livestock products whether the retail price can be materially lowered. A majority of beef cattle killed under Federal inspection are now sold to the four large packers affected by the Consent Decree. We would respectfully ask the Farm Board to use its efforts toward having the Consent Decree modified."

#### NEW JERSEY APPLES BEING MARKETED.

Several varieties of early New Jersey apples, notably the Yellow Transparent, the Star, and the Astrachan, are reaching nearby markets in plentiful supply, the first of what promises to be one of the heaviest and best quality crops produced in the State in several years, according to the State Department of Agriculture. Two other varieties, namely, Duchess and Wealthy, both cooking apples, are beginning to be harvested and marketed by New Jersey farmers.

#### SPECIAL CERTIFICATES FOR EXPORT APPLES.

In compliance with the British and Scotch Quarantine Orders which require that apples grown in the United States and imported by Great Britain between July 7 and November 15, be certified as to grade by the U.S. Department of Agriculture, the department has printed special certificate forms which will be issued by Federal fruit and vegetable inspectors at ports of export on any lots of apples destined for England, Ireland, or Scotland. These special forms will be issued upon presentation by the exporter of regular point-of-origin certificates which show the apples to be U.S. Fancy or No. 1 grade for barreled apples, or Extra Fancy or Fancy for boxed apples. If an inspection certificate has not been obtained at the point of origin, regular destination certificates can be issued at ports.

An additional requirement is certification of distinguishing marks, such as: (1) Name and address of the packer, (2) variety, (3) grade, and (4) minimum size on count.

Arrangements have been made for issuing these special export certificates at Federal inspection offices at Boston, New York, Montreal, Philadelphia, Baltimore, Seattle, Portland, San Francisco, and San Pedro.

#### RADIO TALKS BY B. A. E. MEN AVAILABLE.

During the past month a number of noon-day talks over the radio covered by the National Broadcasting System, have been made by various division leaders and others in the Bureau of Agricultural Economics on marketing and related subjects. These talks are short and take but a few minutes to deliver. They have now been put in mimeographed form and are available for distribution. Among them may be mentioned:

- Roy C. Potts, "The Poultry and Egg Market Situation."
- D. C. Mumford, "Is Large-Scale Farming Coming?"
- J. Clyde Marquis, "The Agricultural Situation. July 1."
- W. F. Callander, "The July Cotton Report and Summary of July Crop Report."
- W. A. Sherman, "Early Potato Markets."
- W. A. Wheeler, "The Hay Market Situation."
- Paul L. Koenig, "Fruit and Vegetable Crop Prospects of July 1."
- S. A. Jones, "The Minor Crop Report."
- L. H. Bean, "Uncle Sam's Farm Income and the Business Situation."
- E. J. Working, "The Price Situation."
- F. G. Robb, "The Provisions of the Perishable Agricultural Commodities Act."

#### NEW MEXICO ANNUAL REPORT.

The 40th annual report of the Agricultural Experiment Station of the New Mexico College of Agriculture and Mechanic Arts for 1928-1929, has been received. This is a publication of 73 pages detailing the various activities of the Station for the period named.

### NEW JERSEY FARMERS' AUCTION MARKET FOR EGGS.

Following the example of the successful operation of a farmers' cooperative market for eggs established in Toms River last month, it is announced that poultrymen of Hunterdon County, New Jersey, and vicinity, assisted by the State Department of Agriculture, will open a similar market in Flemington on August 1. This is to be a cooperative producers' undertaking. High quality eggs, inspected and classified according to New Jersey official standards, will be taken to market by poultrymen and sold direct to buyers of large quantities of eggs.

The establishment of farmers' auction markets is regarded as an outstanding accomplishment in the development of marketing within the State as it is found that producers receive at such markets profits of several cents more for each dozen eggs than they would have received if they had shipped to the large markets.

#### WHEAT SUGGESTED AS LIVESTOCK FEED AT PRESENT PRICES

Wheat can be substituted for corn to advantage in feeding livestock when prices are as low as they are at present in some sections of the country, it is announced by the Department of Agriculture in a recent statement. "The average farm price of corn for the United States last month was about 79 cents per bushel. At this price for corn, wheat is worth about 85 cents for feeding to poultry and sheep, and about 89 cents for feeding to hogs and beef cattle. The average farm price of wheat July 15 was about 80 cents per bushel." The statement continues with an analysis of the relative values of wheat and corn when fed to farm animals.

U. S. STANDARDS FOR CANNERY APPLES, 1930, (superseding U. S. standards for cannery apples for sauce purposes, and U. S. standards for cannery apples for slicing purposes, issued May 8, 1929) have been issued by the Bureau of Agricultural Economics.

IS THE PURCHASING POWER OF THE FARMER'S TOWN DECLINING, a short address delivered sometime ago by Dr. C. J. Galpin of the Division of Farm Population and Rural Life, has been mimeographed and is now available for distribution.

NATIONAL STANDARDS FOR FARM PRODUCTS, Circular No. 8, by Lloyd S. Tenny, has just been released in a revised edition.

### MASSACHUSETTS TOMATOES TO BE MARKETED UNDER NEW ENGLAND QUALITY LABEL.

According to an announcement from the Massachusetts Department of Agriculture, an experiment is to be undertaken this season in the marketing of Massachusetts tomatoes under the New England quality label. Each basket of tomatoes will have a light, transparent cover through which the tomatoes may be seen. On this cover the New England quality products label will be printed.

A group of tomato growers in the town of Dighton have formed a cooperative association and will dispose of their entire crop, of an approximate value of \$25,000, in this manner. The label will signify that the
tomatoes have been inspected by the State Department of Agriculture and that
they meet the requirements of the voluntary grades which have been adopted
after conferences with growers, county agents and dealers. If the undertaking is successful other products of the Association no doubt will be handled in the same manner, as the organization is broad enough to permit the
marketing of other crops on the cooperative basis.

#### STANDARDS FOR BROOMCORN

Proposed revision of the U. S. standards for broomcorn were prepared and distributed among interested parties for criticism and suggestions on July 23, 1930. A return was asked by August 5, after which if it appears that the general scheme of the proposed standards is satisfactory, such changes as are approved by the trade will be made, and if possible the new standards will be issued in time for use on the 1930 crop.

#### STATE EXHIBITS AT CONNECTICUT FAIRS

At the Connecticut Fairs, to be held from August 27 to October 15, the State Department of Agriculture will place an exhibit in at least one fair in every county.

It is stated by the department that these exhibits are expected to serve a dual purpose for producers and consumers. Connecticut farm products will be popularized and the housewife will be shown how and where she may purchase many Connecticut products by grade and thereby be assured of getting quality for dollar. Farmers will be shown how they can make their products more attractive by properly grading and packing, which in turn makes the product more acceptable on the market.

The background of the exhibit will be built around the marketing chain and ten essentials to successful marketing. These essentials as listed in the marketing chain are: Consumer satisfaction, good markets, efficient production, standard grades, standard containers, proper identification, sufficient supply, suitable advertising, reliable market information and greater profits. Connecticut products in various grades and standard containers will be utilized to emphasize these points in all exhibits.

### COOPERATIVE MARKETING PLAN FOR CALIFORNIA GRAPES

The Federal Farm Board recently announced that a sufficient number of growers have signed contracts to make the proposed California grape industry cooperative marketing plan effective. A campaign was launched by cooperatives in April last for the purpose of putting under cooperative control at least 85% of the tonnage of grapes grown in California. The plan was for growers to sign a 10-year marketing contract under which they agreed to turn over through cooperatives all of their grapes to the Control Board, Inc., of California and to pay \$1.50 a ton on all grapes delivered. The fund created by the \$1.50 per ton payments was to be used in handling the annual grape surplus, of about 300,000 tons.

The committee selected to make final audit of the contracts has made a report showing that the growers have signed contracts representing more than 85% of the average tonnage of commercial grapes in California during the past five years.

#### EXHIBIT OF CULL FRUITS AT STATE FAIR

As part of an exhibit at the New York State Fair at Syracuse in September of the many research activities of the Experiment Station at Geneva, there will be a display of fruit products and of some of the investigations in progress in the Station's chemical laboratories which have as their object better utilization of cull fruits. The exhibit will comprise fruit products made in New York and will include grape juice, pectin, cider, vinegar, jellies, jams, fruit flavors, and other products.

With the proposed fruit products display, the Experiment Station will round out a complete story of fruit growing in New York in this exhibit. Beginning with a demonstration of the propagation of fruit trees in the nursery, information will be available on the care of the young trees in the orchard, the selection of varieties, the control of insect pests and diseases, and finally on the disposition of the crop. The exhibit will also show other features of the work of the station.

### BOARD OF COTTON EXAMINERS ESTABLISHED AT MEMPHIS

A Board of Supervising Cotton Examiners at Memphis, Tenn., has been established by the Bureau of Agricultural Economics. W. E. Dent, formerly chairman of the United States Board of Cotton Examiners at Houston, Tex., has been made chairman of the supervisory board.

The board will serve as a branch of the Washington Appeal Board of Review Examiners in applying uniformly in the field the official cotton standards of the United States, under the United States Cotton Standards Act, the United States Cotton Futures Act, the United States Warehouse Act, and the Act of March 3, 1927 providing for the collection and publication of statistics concerning the grade and staple length of cotton in the ginned crop and carryover.

### EXPERIMENTAL COTTON GIN TO BE ESTABLISHED IN MISSISSIPPI

Construction of the experimental cotton gin and laboratory authorized at the last session of Congress will be undertaken at an early date by the U. S. Department of Agriculture on a site made available by the Mississippi Delta Branch Experiment Station.

The Department expects to develop some of the fundamental principles of cotton ginning and cleaning and to promote a more exact understanding of relationships between the properties and conditions of seed cotton, the mechanical conditions of ginning, and the resulting quality of ginned lint.

Cotton growers, manufacturers, ginners, and gin manufacturers favor the project and wish to make use of the information developed. The department expects that the results obtained at the ginning laboratory will contribute materially to the improvement of the spinning quality of American cotton.

### CANNED FOODS CAREFULLY INSPECTED BY DEPARTMENT

In a report by W. R. M. Wharton, chief of the eastern food inspection district of the Food and Drug Administration, it is indicated that for the year ending March 1, 1930, canned vegetables in that district received special attention. Officials inspected more than 750 factories and examined about 1,500 samples of canned vegetables.

Twenty-eight seizures, totaling more than 7,500 cases of adulterated and misbranded vegetables, were made, followed by citations of the rackers to hearings to show why criminal prosecution should not be instituted. Several cases involving more flagrant violations, resulted in regulatory action.

In addition to domestic canned vegetables, supervision was maintained also over imported products. A total of 250 lots of canned and dried vegetables were detained because they violated the food and drugs act.

In general the great bulk of canned vegetables which annually finds its way to the American table is clean, wholesome, and properly prepared, according to Mr. Wharton.

#### MICHIGAN NOW FREE FROM CATTLE TB.

The State of Michigan was officially designated August 1 as a modified accredited area signifying that all its cattle herds are practically free from tuberculosis. This is the third State to attain this distinction, according to an announcement by the U. S. Department of Agriculture.

This designation followed closely the dismissal of a court action which questioned the validity of the law authorizing the tuberculin test. In upholding the state in its successful fight against "one of the most dreaded and deadly diseases that affect humanity," Judge Hawley held that the law is a necessary public health measure and comes within the authority of the state.

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

AND OTHER ECONOMIC W

August 13, 1930.

Vol. 10, No. 33.

DROUTH DAMAGE SHOWN BY CROP

REPORT OF AUGUST 1, 1930.

Crop prospects in the United States declined nearly 7 per cent during July, as a result of drouth and hot weather. A rather wide belt from the Middle Atlantic States westward to the Mississippi Valley has had the driest growing season of record, while the shortage of rainfall for June and July in some South Central States was far greater than for any previous year for which records are available.

On the basis of crop conditions on the first of August, the Crop Reporting Board of the United States Department of Agriculture estimates that yields per agree will be 5.5 per cent below those secured last year, 9.1 per cent below average yields during the previous ten years and below yields secured in any of the last twenty years, except 1921. Unlike 1921, however, the shortage is chiefly in feed crops.

The corn crop is expected to be the smallest since 1901. The hay and grain sorghum crops, which together with corn make up half of the total acreage of crops, seem likely to be the smallest crops in more than 10 years. Prospects for oats and barley have been further reduced by drouth in the Dakotas. The feed shortage is accentuated by pasture far poorer than in any previous summer month for 50 years or more, with many farmers already compelled to feed hay and new corn. The drouth has been felt farther north each week as the season progressed and is now affecting even New York and Michigan. It is hurting most late fruits and vegetables except where they are irrigated. It is daily reducing prospects for corn, flaxseed, peanuts, sweet potatoes, tobacco, eastern beans, Arkansas rice cotton west of Alabama, and various other crops. Winter wheat was too far advanced to be hurt by the drouth, loss from rain during harvest was negligible and the yield is threshing out above earlier expectations, more than offsetting recent damage caused to spring wheat.

The combined production of wheat, rye, rice and buckwheat used chiefly for human food, is expected to be less than 1 per cent below the five - year average; beans nearly 21 per cent above; potatoes and sweet potatoes combined 5 per cent below; and canning peas, sweet corn, tomatoes and string beans for canning combined about the same as last year and 15 per cent above the previous five-year average, due to increased acreage

The seriousness of the drouth situation, however, is not in the national total of current prospects, but in the critical condition prevailing in certain States, and in the fact that the drouth has not as yet been broken except in small areas. The damage from drouth has been most serious in the drainage areas of the Ohio and Potomac Rivers, in the central and lower Mississippi Valley and in parts of the Northern Great Plains area. In West Virginia, Kentucky, Arkansas, Montana, Southern Ohio, Indiana, Illinois, much of the Missouri and most of Virginia, yields per acre of all crops combined are expected to be below 70 per cent of average yields during the last ten

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Attn., Miss Trolinger Washington, D. C.

years. The only areas where crop yields are expected to be above average are outside the central drouth area. These include Wisconsin, New Jersey, New York, New England, the south Atlantic coast including eastern North Carolina, South Carolina and Georgia, and the western area including New Mexico, Arizona, Utah, Nevada, western Colorado, California and Oregon.

### FARM BOARD STATEMENT ON DROUTH AID.

The Federal Farm Board is deeply concerned by the reports of serious drouth in a number of agricultural regions.

The United States Department of Agriculture and its allied agencies are now surveying the dry sections to determine the degree of damage to crops and its prospective effect on farmers and their livestock. In the meantime, the Federal Farm Board is studying its own power for financial aid.

Under the Agricultural Marketing Act the Federal Farm Board cannot give anything to anybody, but it has considerable discretion in the matter of terms on loans. There is also the Grain Stabilization Corporation through which the Board may work.

If existing feed distribution agencies or other business men and farmers in any stricken community, county, district, or State will form under the laws of their own State a responsible corporation which will guarantee the payment of notes to be given by individual farmers, a plan probably can be quickly developed whereby the Grain Stabilization Corporation can sell feed grains of any kind in car lots at market prices on easy payments of one or two years. The local organization would arrange for local distribution of the food thus supplied and see to the collection of the farmers' notes when due. It would make no profit on its own services and would make proper local arrangements for the payment of freight.

The Federal Farm Board can in this way help every community that is willing to help itself. The Grain Stabilization Corporation has plenty of grain and can buy more to replace that sold for feed, thus keeping its own supplies intact.

The plan is believed to be practical and workable. It would relieve suffering, dispose of a part of the grain surplus, and put no man nor community under the necessity of asking for charity. If local communities will do their part, no substantial farmer need lack for feed for his livestock and no stock need be sacrificed on present markets.

### CROP BOARD ISSUES MAPS SUPPLEMENTING AUGUST 1 REPORT.

A series of six maps, showing condition of corn, pasture, tame hay, oats, barley and yield of winter wheat August 1, 1930, was issued as a supplement to the crop report of August 11. These maps show areas in which the condition of the crops is much below normal, thereby outlining the areas of greatest drouth damage. Copies of the maps may be obtained from the Division of Economic Information. U. S. Bureau of Agricultural Economics, Washington, D. C.

### NEW WHEAT MOVING TO MARKET WITHOUT SERIOUS CONGESTION.

An increase in storage space and an earlier export movement of wheat have facilitated the handling of the 1930 wheat crop, the Bureau of Agricultural Economics announces. The peak of the movement from Texas and Oklahoma has passed without serious congestion. Northern Kansas and Nebraska are harvesting large crops and the volume of movement from this territory is heavy, but larger shipments to Chicago, St. Louis, New Orleans and other points have made way for somewhat heavier receipts from this territory. In view of low wheat prices and the prospect of poor pasture and of a short corn crop in some areas farmers are likely to keep at home more wheat than last year for feed. By holding more wheat farmers may assist in avoiding congestions at terminal markets and heavy discounts for cash wheat caused by such congestions.

The new crop of hard winter wheat has been flowing to market at about the same rate as it was marketed last year. The fact that this year's harvest is in general about one week earlier than that of last year has caused elevators at certain terminal markets to fill earlier and has in some instances led to the conclusion that handling and storage facilities will be taxed more severely this year than they were last. The rate of movement of wheat into terminal markets is only one of four important factors to be considered when attempting to measure the adequacy of handling and storage facilities for this year's crop. The other factors are: The size of the crop to be marketed, the capacity available for storing the crop, and the rate of movement out of storage, that is, exports and shipments to mills for domestic consumption.

### MARYLAND FARMERS VISIT NEW YORK PRODUCE MARKETS.

Three farmers from each of the nine Eastern Shore counties of Maryland and a like number from three counties in Delaware and two counties in Virginia, accompanied by their county agents and specialists from the State Universities, recently made a two-day visit to terminal produce markets in New York City. They were given an opportunity to see just how their farm products, both plant and animal, are received, handled, graded, and distributed when they reach the big city.

The Pennsylvania Produce Terminal, the largest unit in the world for handling fruits and vegetables, the Vegetable Auction, the Fulton Street Fish Market, the Pacific Egg Producers' Association, and H. Brenner Sons' Commission Merchants, are some of the places that were visited and at which methods of handling products were observed. In addition, trips were made to a number of large commercial houses and to places of general interest in the city.

This tour, for the purpose of studying methods employed at markets to which farmers are shipping their products, was arranged through the cooperation of the Extension Service of the University of Maryland and the Pennsylvania Railroad Company. The farmers and county agents who made the tour were from the counties traversed by that road, which are: Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico and Worcester.

### SHEEP AND WOOL PRODUCERS FACE PERIOD OF MARKET READJUSTMENT.

The long-time outlook for the sheep raising industry is that a considerable reduction in the numbers of sheep both in this country and abroad, is likely to take place during the next two or three years says the midsummer sheep and wool outlook report issued August 5 by the Bureau of Agricultural Economics. Such a development would improve the economic position of the sheep and wool industries.

The problem of the western sheep grower at this time is difficult, the bureau's report states. The lamb crop of 1930 was about 2,000,000 head or 8 per cent larger than the crop of either of the two preceding years. Eighty per cent of the increase was in the western States. hay crop in some of these States is short. The northern plains section has suffered severely from drouth. Losses from lamb feeding operations last winter were heavy. Thus far few contracts have been made for feeding lambs to go into Colorado and western Nebraska feeding lots. The drouth in the Corn Belt is reducing feed supplies. For the year to date the demand for stocker and feeder sheep and lambs has been materially less than for the corresponding period in 1929. Despite increased receipts of lambs at public stockyards and decreased prices for feeder lambs the shipments of feeder stock from these yards to the country have been the smallest in several years. As a result of this situation the proportion of the receipts at markets moving into slaughter channels has been larger than usual. Purchasing power of consumers has been reduced materially and the larger supplies for slaughter have sold at greatly reduced prices.

The present low prices for wool are in part the result of continued large world production and in part the result of lower general price levels throughout the world, the report says. The liquidations that followed previous expansions often were too drastic, resulting in unnecessary losses to individual producers and sometimes in excessive reductions in total breeding flocks. The individual producer should consider carefully his feed supplies and the long time outlook for the sheep industry in making his plans for next year. Where feed supplies are available he may find that present conditions offer a good opportunity for improving the quality of his breeding flock.

### MARKETING SCHOOL FOR EXTENSION WORKERS.

The Division of Agricultural Economics and Marketing of the Georgia State College of Agriculture is now completing the first of four summers' work that is being offered to extension workers of the State.

The courses were set up to meet the requirements of extension workers for knowledge of cooperative marketing work and how they could best serve the interests of the farmer under the Agricultural Marketing Act.

The course of study is closely correlated with extension workers' problems; in addition to the class room and laboratory work, each student is required to prepare a thesis. The thesis has as its basis some marketing problem that exists in the territory in which the worker resides.

### SOUTH DAKOTA COOPERATIVE HANDLES NEARLY TWICE AMOUNT OF WOOL THIS YEAR AS LAST.

The Cooperative Wool Growers of South Dakota have handled a little over 3,750,000 pounds of wool this year, according to a statement by Carl Nadasdy, Manager of the association. Mr. Nadasdy contributes the following additional information:

"We are affiliated with the National Wool Marketing Corporation and receive our advances from them through the Federal Farm Board. Advances at shipping time were made on this volume of wool up to 90% of the present market value. A wool man was furnished to us by Draper and Company to make appraisals at shipping time. Our wool was all shipped to Boston where it will be prepared and graded by Draper and Company for the National Wool Marketing Corporation.

"This volume of wool is almost twice the volume handled in 1929. Last year South Dakota produced just about 6,000,000 pounds of wool, while this year our production has increased somewhat. We believe, however, that the volume of wool handled by our association is larger on a percentage basis of wool produced in our State, than the volume of wool handled by any other State association as also based on a percentage of the wool produced."

### MARKETING STUDIES REVEAL WAY TO LOWER FRUIT LOSSES.

A new bulletin, entitled, "Some Factors Influencing the Keeping Quality of Fruit in Transit," has been released by the College of Agriculture, University of Illinois. According to results of tests conducted by the experiment station of the College, as reported in this bulletin, damaged fruit, now a heavy drain on the profits of Illinois fruit growers, could very largely be prevented by proper precautions in picking, handling, grading and packing.

Three phases of the problem were investigated by the college workers in attempting to work out ways whereby Illinois growers could protect their profits. They compared the careful with the rough handling of strawberries, summer apples and peaches; the prompt with delayed loading of these same three commodities, and studied the use of different types of packages for strawberries and peaches. The work was done by J. W. Lloyd, chief in olericulture, and H. M. Newell, associate in fruit and vegetable marketing, the authors of the new bulletin.

### RECENT RADIO TALKS ON FARM SUBJECTS AVAILABLE IN MIMEOGRAPH FORM.

The following short talks given over the radio through Station WRC and associated stations, by members of the Bureau of Agricultural Economics, can now be supplied in mimeograph form:

"The Wheat Market," G. A. Collier

"The 1930 Wool Clip," Floyd K. Reed

"The Poultry and Egg Market Situation," Roy C. Potts

"July Dairy Markets," L. M. Davis

#### PENNSYLVANIA FARMERS FACING CRITICAL SITUATION BECAUSE OF DROUTH.

The farmers of Pennsylvania are facing a critical situation because of the severe and prolonged drouth, according to a statement issued August 12 by C. G. Jordan, Secretary of Agriculture for Pennsylvania. Up to date the loss on pasture, crops and livestock in Pennsylvania from drouth is at least \$50,000,000, and is daily increasing. This estimate is the result of a recent two thousand mile automobile trip taken by him through all sections of the Commonwealth. Mr. Jordan cautions: "Bear in mind that severe drouths visit our State and the nation not more than once in every twenty-five years. If history repeats itself, and it will, this year of drought will be followed by twenty-four years of sufficient rainfall and satisfactory crops.

"My earnest exhortation to the farmers of Pennsylvania is that they do not become panic stricken and sacrifice their cows and other livestock. Move your animals from one field to another and supply them with an abundance of water even if in some cases it is necessary to haul the water a considerable distance. Conserve every blade of grass and every stalk of hay, corn and straw. \* \* \*

"In my judgment, an intelligent and complete survey of our State should be made in order that it may be known what farmers are facing an acute feed situation. Their cases could then be presented to President Hoover, Secretary of Agriculture Hyde and members of the Federal Farm Board who are eager to render any assistance within their power for the conservation of the animal industry of our State and nation."

#### MILK STANDARDIZATION FOR NEW JERSEY.

Speaking at the annual summer meeting of the Holstein-Friesian Association of New Jersey, at Jamesburg recently, State Secretary of Agriculture Duryee stressed the importance of the dairy industry in New Jersey, and urged dairymen of the State to get back of a program of milk standardization now under consideration by the State Board of Health. Mr. Duryee stated that the acceptance of grades for raw and pasteurized milk will mean a protection for the dairymen and the dairy industry of the State from unfair competition. Not only will such acceptance protect the large investment in the State's dairy industry, but it will safeguard the interests of consumers. Calling attention to the fact that there are more than four million consumers of milk in the State and that the launching of a milk standardization program will develop an educational program of formidable proportions, he urged all dairymen to unite with the department in behalf of the grades.

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U. S. STANDARDS FOR ITALIAN SPROUTING BROCCOLI (1930) have been issued by the Bureau of Agricultural Economics.

STATE AND FEDERAL

## MARKETING ACTIVITIES:

#### AND OTHER ECONOMIC WORK SENS

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C. Department of Agriculture.

August 20, 1930

Vol. 10, No. 34

### SOUTHERN COMMISSIONERS URGE TOBACCO GRADING.

Tobacco grading at barns, the use of cotton sacks by fertilizer factories, and the enactment of a net weight bill covering the buying and selling of cotton were among recommendations made by Commissioners of Agriculture of Southern States meeting at Atlanta, Georgia, August 11. States represented at the meeting included Florida, Georgia, Kentucky, Louisiana, North Carolina, South Carolina, Texas, and Virginia.

Eugene Talmadge, Georgia Commissioner of Agriculture, reported the receipt of telegrams and letters that "prove conclusively that there is a variance of 10 to 15 cents a pound paid for the same grade of tobacco, cured at the same time and place." He said that "this variance would be eliminated by the grading of tobacco at barns" and expressed the belief that "this will be done in all of the tobacco growing States by the beginning of next season."

The Commissioners unanimously recommended that fertilizer factories which are now placing orders for fertilizer sacks should give orders for cotton sacks. They also urged Congress to pass the net weight bill with a view to influencing farmers to use cotton bagging instead of jute.

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#### FOREIGN ECONOMISTS BROADCAST WORLD AGRICULTURAL SITUATION.

Twenty-one delegates to the International Conference of Agricultural Economics which is being held at Cornell University have been scheduled for radio broadcasts this week and next over Cornell University Station WEAI.

The speakers include D.A. E. Harkness, Minister of Agriculture of Northern Ireland; J. S. King of Edinburgh, Scotland; Karl Brandt of Berlin, Germany; K. T. Jutila of Helsingfors, Finland; G. M. Dallas, House of Commons, London, England; W. Allen of Saskatoon, Canada; and A. W. Ashby of Aberystwyth, Wales. Copies of addresses may be obtained from Charles A. Taylor, Director of Agricultural Radio Programs, Cornell University.

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### SPECIAL FEED SURVEY MADE BY CROP BOARD.

A special feed survey inquiry was sent to more than 100,000 crop reporters in 28 States, on August 16, by the Crop Reporting Board at Washington, in order to obtain more complete information regarding the needs of farmers in the drought area and the possible sources of supplies to meet the deficiency from other areas. The survey covers all States except New England, New Jersey, Delaware, the Carolinas, Georgia, and Florida, and the States west of the Rocky Mountains.

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### I IVESTOCK MAFKET RECEIPTS REFLECT FEW DROUGHT SALES.

Little evidence of forced marketing of livestock because of the drought appears in reports received by the Bureau of Agricultural Economics from its local representatives at 18 of th leading livestock markets, the bureau announced on August 16. In many instances it was learned that stockmen are holding back stock that might new go to market if prices were more favorable.

Prices of all livestock have declined materially in recent months because of weakened consumer demand, say bureau officials. This, they declare, is particularly true in the case of cattle prices and wholesale beef prices which are now about 35 per cent lower than a year ago. In view of the fact that the total number of cattle in the country is considerably below average many cattlemen feel that it is advisable to delay shipping their cattle to market until the price situation improves.

The bureau says that in the sections that have been hit the hardest by the drought it is probable that some stock may go to market that otherwise would be retained on the farm if feed and pasturage were more plentiful, but that these sections have only a small proportion of the country's livestock supplies.

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### NEW JERSEY EGG AUCTIONS YIELD FIGH PRICES.

The establishment of an auction market for eggs which opened August lat Flemington, New Jersey, within two months of the opening of the Toms River auction egg market, is evidence of the increasing popularity and success of auction selling by New Jersey producers, according to the New Jersey Department of Agriculture.

Official New Jersey egg grades were used for the first time, at the Flemington auction, the eggs sold being large and medium sized browns and whites of the New Jersey Fancy and New Jersey Grade A grades. Pullets' eggs and other undersized eggs were sold as taken to the market by producers.

Largely because the grades were used, says the New Jersey department, an average of five to seven cents more than was received outside the market in the Flemington section was secured by producers whose eggs were sold at the block. Prices averaged from three to five cents higher than New York prices. Prices at the Toms River market have been consistently from two to three cents higher than New York prices. About 50 producers sell through the market and about 125 cases of eggs are offered for sale each market day.

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#### MARYLAND REFORTS CN VFEAT INSPECTION SERVICE.

Wheat samples representing approximately 20,000 bushels of wheat were officially inspected and graded by the cooperative grain inspection service at Easton, Maryland, this year, in which the Maryland State Department of Markets, Maryland Experiment Station, and the Bureau of Agricultural Economics participated. Last year the work was established as an experiment and was tried again this year with few minor alterations.

### RETAIL PACKAGING OF POTATOES INCREASES.

Increased use of small packages in marketing potatoes last season is reported in a recent survey by the Bureau of Agricultural Economics in seventeen cities. The bags or cartons usually contain 15 or 25 pounds. In eight cities an increase in the use of small packages was reported; in two cities a decrease was indicated; in the remaining cities few potatoes were marketed in small packages. Boston, Los Angeles, and New York made most use of the small packages.

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### TOBACCO GRADERS ASSIST GROWERS IN SORTING CROP.

Federal tobacco graders in Georgia and Florida have been instructed by the Bureau of Agricultural Economics to give all possible assistance to tobacco growers in the proper handling of their crop, in addition to the regular grading service. Expert graders, employed jointly by the bureau and the Georgia State Agricultural College, are now at Tifton, Douglas, and Baxley, Georgia; there is also a Federal grader at Live Oak, Florida. These graders will advise growers as to proper methods of sorting tobacco, regardless of whether or not the tobacco is officially graded. There will be no charge for this service.

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### NEW JERSEY FARMERS INFORMED ON MARKET NEWS.

The market news service of the New Jersey Department of Agriculture together with advice as to how the various reports may best be used by farmers are set forth in a circular just issued by that department, "Knowing Market Conditions Before We Sell." Through a cooperative agreement with the Bureau of Agricultural Economics, the New Jersey Department of Agriculture receives daily market reports from New York and Philadelphia, as well as reports of conditions in more distant markets and of crop situations in competing areas. This information is disseminated daily by radio and press. The New Jersey department also issues a weekly summary of market conditions, entitled "Market Conditions," and a digest of prices received for New Jersey products on eastern markets. The circular may be obtained from the Department of Agriculture, Trenton, N. J.

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UNITED STATES STANDARDS FOR SAWDUST PACK AND TABLE GRAPES, drafted with special reference to California grapes, have been issued by the Bureau of Agricultural Economics.

WORLD HOG AND PORK PROSPECTS are contained in a mimeographed report issued August 18 by the Bureau of Agricultural Economics.

### WARNING ISSUED AGAINST ILLEGAL GRAPE BASKETS.

Information has been received by the Bureau of Agricultural Economics that California grapes are being offered by some shippers packed in paper or veneer baskets which in turn are packed nine to a crate measuring approximately 16 x 16 inches inside and having a depth varying from  $4\frac{1}{4}$  to  $4\frac{3}{4}$  inches. These baskets have a capacity of 1 1/3 quarts and are illegal for interstate commerce. Bureau officials ask that the Washington office of the bureau be advised regarding the arrival of these baskets on any market, together with any details which may be conveniently gathered.

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#### REGISTRATION OF COTTON VAPIETIES IS PROPOSED.

A movement is under way to make provision for the official registration of cotton varieties, according to C. T. Dowell of the Louisiana College of Agriculture. "If a registration system is put into effect, only well defined varieties, that are relatively uniform in important plant characters, and of high commercial value, will be recognized," Mr. Dowell says. A variety without merit will not be registered.

"Much testing must be done," according to Mr. Dowell, "to determine conclusively whether or not a proposed new variety has enough merit to justify registration. Tests should be conducted under conditions very similar to those prevailing where the new variety originated or is thought to be adapted. This testing will be carried on by the experiment stations in the various cotton states."

Dr. H. B. Brown, in charge of cotton investigations at the Louisiana Experiment, has been made a member of the Varietal Standardization Committee of the American Society of Agronomy to represent the cotton interests. He will also serve as chairman of a cotton sub-committee consisting of five prominent cotton breeders in the South. D. T. Killough of Texas A. & M. College, O. W. Dynes of the University of Tennessee, J. F. O'Kelley, Mississippi A. & M. College and R. R. Childs of the University of Georgia are other members of the committee.

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### FRUIT FLY QUARANTINE RULES ARE RELAXED.

Secretary Hyde of the United States Department of Agriculture has announced that the Mediterranean fruit-fly quarantine regulations have been revised, effective August 15, making material changes in the restrictions governing the movement of Florida fruits and vegetables. One of the changes of most general interest is that Florida fruits and vegetables shipped to the Middle Western States in the coming season will not have to be sterilized as they were last fall, winter, and spring, except where the fruits or vegetables were produced on properties close to points of recent infestation or where the growers have failed to comply with the clean-up, spraying, and similar requirements.

### NEW MEXICO REPORTS ON EGG GRADING PROJECT.

The results of an experiment to ascertain whether eggs produced in surplus areas during spring and summer months could be marketed to advantage by grades are available from the New Mexico Extension Service. During June and July the entire production of representative flocks in seven counties was sent to El Paso, Texas, where College cooperating agencies candled, graded, and sold the eggs according to their merits.

The investigators have concluded that eggs should be gathered at least twice a day, stored in a basement or cave until marketed, and sent to market as soon as possible. It was learned that hauling over rough roads greatly reduces the quality. Eggs that were kept in a warm room for several days previous to shipping were of very poor quality.

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### GRADES FOR CANNED PRODUCTS ARE ISSUED.

Official grades for canned corn, both whole grain and cream style, and for canned peas have been promulgated by the Secretary of Agriculture. Grades for all canned foods (fruits and vegetables) are being developed in the Bureau of Agricultural Economics for use in connection with the administration of the United States Warehouse Act. The grades named are the first to be promulgated officially; other grades, now tentative, will soon be issued.

The grades are the result of much work with the cannery, wholesale grocery, chain store, and retail grocery trades, as well as with canned foods brokers. They have been extensively used in commercial fields, several million cases of canned foods having been graded under them and stored in licensed warehouses during the past three years.

The grades for canned peas were adopted as the official Wisconsin State grades more than two years ago, and it is believed that at least one—third of the Wisconsin pack of peas, which will probably be in the neighborhood of nine million cases this year, will be graded in accordance with the grades.

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### INTERMEDIATE COTTON GRADES ARE ISSUED.

An order promulgating descriptive intermediate or half-grades for American Egyptian cotton was signed recently by Acting Secretary of Agriculture R. W. Dunlap.

The order provides that American Egyptian cotton which in grade and/or color is between any two adjoining grades of the official standards for this variety shall be designated by the word "grade" and the grade number of the higher of two such grades, followed by the fraction " $\frac{1}{2}$ ." The amendment will become effective July 3, 1931. Meanwhile the intermediate grades may be used permissively in connection with sales of American Egyptian cotton.

#### LESS NEED FOR RIGID BEETLE QUARANTINES.

There is a lessening need for rigid and expensive Japanese beetle quarantine regulations because the recent development of successful methods of controlling depredations of the beetle has decreased the menace of the pest as a destroyer of growing crops, according to William B. Duryee, New Jersey Secretary of Agriculture.

Mr. Duryee proposes a nation-wide survey be made of Federal plant quarantines, and that economic phases should be fully considered before quarantines are established or maintained.

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#### <u>PUBLICATIONS</u>

Recent mimeograph reports issued by the Bureau of Agricultural Eccnomics include:

"Market Demand for Canned Figs," preliminary report of a study of trade preferences for canned figs which was conducted last spring in six representative northeastern and middle-western cities.

"World Dairy Prospects"

"Some Ohio Trends in Membership Relations," by T. B. Manny, an address delivered at the annual meeting of the American Institute of Cooperation, Columbus, Ohio.

"Marketing Michigan Apples, Summary of 1929 Season," by R. H. Shoe-maker.

"Marketing Michigan Peaches and Michigan Pears, Summaries of 1929 Season," by R. H. Shoemaker.

"Marketing Michigan Grapes, Summary of 1929 Season," by R. H. Shoe-maker.

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"Connecticut Market Demand for Certain Agricultural Products, 1929," has been issued as Bulletin 5 by the Connecticut Department of Agriculture.

"Nebraska Agricultural Statistics, 1929," has been issued by the Nebraska Department of Agriculture.

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COLD STORAGE HOLDINGS of poultry, case eggs, frozen eggs, and cheese were above the amounts of a year ago, on August 1. Butter stocks did not increase as much in July as a year ago, reflecting a lower butter production. Stocks of butter August 1 were 145,297,000 pounds compared with 151,621,000 pounds on August 1, 1929.

STATE AND FEDERAL

# MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF ACRICULTURAL DESCRIPTION OF ACRICULTURAL DESCRIPTION OF ACRICULTURE, WASHINGTON, D. C.

August 27, 1930

Vol. 10, No. 35.

INTERNATIONAL ECONOMISTS DISCUSS

WORLD AGRICULTURAL DEPRESSION.

The causes of the world-wide agricultural depression and its probable duration were the chief topics of discussion at this week's sessions of the International Conference of Agricultural Economists at Cornell University.

Dr. Max Sering, agricultural economist of Germany, declared that France is the only European country which is not suffering from agricultural and industrial depression. He said that the three main causes of the present troubles in Germany are (1) the shifting of capital from Europe to the newer countries of the western hemisphere; (2) the erection of new tariff barriers by newly formed nations in Europe; (3) the unrest of Asiatic peoples and the growth of an emancipation sentiment on their part.

"The cause of the grave agricultural depression," he said, "lies in the coincidence of great technical advances with consequent increase in production, and a lowering of purchasing power in industrial Europe, caused by other than economic reasons." He ascribed some of the depression in central Europe to the costs of war reparations.

R. R. Enfield, of the Ministry of Agriculture and Fisheries, of London, England, speaking on the depression in England, said that "prices had been falling there for ten years, particularly in cereals; farmers, with lower returns, have had to pay double for wages of farm laborers; and they have had to reduce plowed land in favor of pasture for cattle, because that saved labor." The farmers' greatest need in Britain today, he said, is that downward prices should cease. He sees some hope that this will occur and that farmers may face the future with more confidence.

Dr. G. F. Warren of Cornell University expressed the opinion that "the depression will last as long as material deflation continues, and for a number of years after. If deflation should discontinue now, the increased efficiency in farming, increased efficiency in handling products, and the infinite number of adjustments in other prices might be expected to end the agricultural depression in ten years or less. I believe, however, that prices will continue to decline to the pre-war level and probably they will go below that level. When the decline stops, several years will be necessary to overcome the agricultural depression."

Dr. Warren said that "the individual farmer should anticipate still lower prices, and be careful about long-time debts, except for things that are below pre-war prices. He must reduce costs of production. He should not buy land nor work land that does not produce a high output for each hour of labor. He should make labor-saving plans of operation. His business should be large enough to fully employ all of his time and that of his labor. He should obtain high crop yields by using fertilizers which are cheap, and by discontinuing to work land that does not give high yields."

Among the countries and administrations represented by speakers on the program are: England, Germany, Canada, Finland, Scotland, Japan, China, Russia, Philippines, Union of South Africa, Poland, Australia, Mexico, Wales, Bulgaria, New Zealand, Ireland, Denmark, and the United States.

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Washington, D. C.

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### LIVESTOCK PRODUCERS CHIEF SUFFERERS OF DROUGHT.

The broad, general effects of this summer's drought rest primarily upon the livestock producers of the country, says the Bureau of Agricultural Economics in its September 1 issue of "The Agricultural Situation."

"The drought," according to the bureau, "has cut down livestock producers' raw materials of production, the feed crops, and especially the pastures. It increases their costs of production substantially at a time when market conditions are most discouraging. Apparently the total output of feed grains and hay per animal unit in the country will be about 15 per cent below the 5-year average.

"The whole livestock situation, especially as concerns the grazing animals, has become increasingly difficult. This year's lamb crop is about 2,000,000 head, or 8 per cent larger than last year's, most of this increase being in the western sheep States. Feed is short. Also, feeders remember their heavy losses last year and have been slow to buy this season. The lamb market is weak.

"Cattle feeders also are holding off. Shipments of stocker and feeder cattle back into the country, this season, have been extremely light. Presumably this means that supplies of fed cattle in the market during the first half of next year will be substantially smaller than in 1930.

"As respects the chief food crops, the total supply will be apparently average or better. Total shipments of the important fruits and vegetables are averaging 20,000 carloads a week, or nearly the same as a year ago."

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#### COLORING FOOD PRODUCTS DRAWS PENNSYLVANIA PROSECUTIONS.

Forty food merchants in Pennsylvania counties were prosecuted during June and July for sell all sorts of products - from cheese sticks to salad dressing - artificially colored, the Pennsylvania Department of Agriculture has announced.

The department says that "the artificial coloring of foods, particularly bakery products, has come to be one of the most common forms of food law violation in Pennsylvania." Other prosecutions during recent weeks have resulted from the sale of raisin bread deficient in raisins, of butter containing excessive moisture and deficient in butterfat, of ground fresh meat containing sulphites, of frozen custard deficient in butterfat, of chocolate milk and cream deficient in butterfat, of milk not being sold in original container, and of vinegar having been adulterated and misbranded.

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PROPOSED RULES AND REGULATIONS of the Secretary of Agriculture for carrying out the provisions of the Perishable Agricultural Commodities Act, 1930, have been issued in mimeograph form by the Bureau of Agricultural Economics.

"MARKETING WESTERN NEW YORK AND PENNSYLVANIA GRAPES, Summary of 1929 Season," has been issued in mimeograph by the Bureau of Agricultural Economics.

#### SURVEY SHOWS NEEDS OF PRODUCE MARKETS.

Present needs call for produce markets designed for transfer of produce from truck to truck, for selling large loads in a reasonably short time, for the sale of home-grown and shipped-in produce in close proximity to each other, and for market areas with ample traffic and parking facilities, Professor F. P. Weaver of Pennsylvania State College told the International Conference of Agricultural Economists at Cornell University, August 27.

These markets are no longer local curb markets serving growers within a short radius and furnishing supplies for one city but now serve growers up to 60 miles from the market and consumers within a 100-mile radius, he said, citing a study made this year of upstate markets in New York State. The study revealed that the Rochester market serves growers from fourteen counties, and serves consumers in nearly every western New York county.

Professor Weaver suggested ownership of the markets by the city and one or more counties, or by a cooperative organization. To obtain the adoption of uniform practices throughout the State in regard to grading, packing, and market and price reporting, however, State participation is desirable, he said.

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#### ALABAMA FINDS "HOGGING-OFF" CORN MOST PROFITABLE.

Based upon a study of Alabama production and market prices for 15 years (1915 to 1929) allowing hogs to harvest corn in the field is more profitable than harvesting it and selling it at market prices, the Alabama Extension Service has announced. F. W. Burns, extension animal husbandman, found an advantage of 28 cents per bushel, or \$4.06 per acre, in favor of "hogging off." In all but three of the fifteen years, "hogging off" was more profitable than harvesting and marketing.

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#### SURVEY SHOWS HAY AVAILABLE FOR DROUGHT AREAS.

Several thousand cars of hay available for shipment into the drought stricken areas in the Central West have been reported to the Bureau of Agricultural Economics by shippers in surrounding surplus producing areas.

Supplies of timothy hay have been reported by shippers in New York, northern Ohio, northern Indiana, and Michigan, where nearly normal crops were produced. Alfalfa supplies are reported principally from Kansas, Nebraska, New Mexico, and Arizona, which are the leading surplus alfalfa producing States in the Central and southwestern West. Rather plentiful supplies of prairie hay are reported from Nebraska, and moderate quantities from Kansas and Oklahoma.

The names of shippers and their addresses may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

#### ORGANIZATION OF FARMERS STRESSED BY SECRETARY HYDE AT "ACE" MEETING.

Organization of farmers into a "mass mind" is fundamental to all economic and social progress in agriculture, Secretary Hyde of the United States Department of Agriculture, told the American Association of Agricultural College Editors, August 27, in annual convention at Washington, D. C.

Secretary Hyde said that progress in agricultural education rests upon economic improvement in agriculture in order to enable farmers to pay their share to maintain adequate educational institutions. He declared that the farm problem is fundamentally one of making it possible for farmers to enjoy a standard of living equal to that of any other class of American citizenry, and that organization is the primary step to that end.

The convention of "ACE'S", August 26 to August 29, has been well attended by representatives from 35 States and the editorial workers of the United States Department of Agriculture. Addresses have centered chiefly on the technique of agricultural editorial work in order to develop better methods of disseminating the results of research and other educational activities.

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#### NEW JERSEY REPORTS ON MOTOR TRUCK STUDY.

A comprehensive report of the results of a study of "The Motor Truck as a Carrier of Fruits and Vegetables to Greater New York" has been issued as Bulletin 503 by the New Jersey Agricultural Experiment Station. Cooperating agencies in the study were the New Jersey Agricultural Experiment Station, New Jersey State Department of Agriculture, and the Bureau of Agricultural Economics.

The scope of the study deals with an analysis of receipts of fruits and vegetables in New York, reasons for and against the use of the motor truck as a practical and profitable means of transportation, comparative costs of transportation and marketing, terminal conditions and requirements, the effect of motor trucks on marketing, the influence of the motor truck upon production, and the importance of adequate news services.

The chief advantages ascribed to the use of the truck by shippers and receivers in the area under survey were: faster service, convenience and saving of extra handling both at shipping point and in the market; better condition of the produce upon arrival in the market; less loss from shortages and damaged packages; and lower transportation costs in local territory.

The chief disadvantages were found to be lack of information on market receipts, thus tending to make prices unstable and trading difficult, and that as distance from market increases, motor truck transportation costs become higher than rail rates plus cartage charges.

Copies of the bulletin may be obtained from the New Jersey Agricultural Experiment Station, New Brunswick, N. J.

#### CONCERNING THE DROUGHT

Unofficial reports of "food profiteering", of the "dumping of livestock", and other sensational stories in the aftermath of the drought have been pouring in upon the Bureau of Agricultural Economics the last two weeks, for official confirmation. The bureau is watching all phases of the situation and is issuing statements as rapidly as authentic information becomes available.

Special reports of daily shipments of fruits and vegetables to market have been issued by the bureau. These reports ,based upon information furnished by the common carriers, show that fresh produce is moving to market in usual seasonal volume. Latest reports on shipments are that potatoes are rolling at the rate of about 700 cars a day; peaches 400 cars; pears around 300 cars; grapes 230 cars; apples 125 cars; lettuce 150 cars; onions 140 cars; cabbage 93 cars; tomatoes around 50 cars, and mixed vegetables around 80 cars. The wholesale prices of most vegetables are considerably lower than prices at this time last year, and fruit prices are at about the same general level as a year ago.

The bureau investigated reports of "livestock dumping" and found that livestock market receipts were reflecting few drought sales. There is little evidence of forced marketing of livestock; on the contrary, stockmen in many instances are holding back stock that might now go to market if prices were more favorable. On August 26, a press release was issued by the bureau to the effect that "economic conditions in the cattle industry are likely to improve in the next twelve months. Market supplies of cattle in the next five or six months probably will be about the same as a year ago, but supplies of fed cattle during the first half of 1931 are expected to be smaller than in 1930. Demand for stockers and feeders this fall will not equal that of last year, and for that reason slaughter is likely to be somewhat greater."

Secretary Hyde, on August 19, authorized the county agricultural extension agents in the designated drought counties to approve applications for reduced railroad rates on the designated commodities when the benefit of such reduced rates accures to the farmer-consumer of hay, feed and water, and the farmer-shipper of livestock in the drought-stricken area. The director of extension in each State is authorized to nominate a person to represent the Department of Agriculture for this work in counties without county extension agents. A complete list of counties designated by Secretary Hyde may be obtained from the United States Department of Agriculture, Washington, D. C.

The Crop Reporting Board, on August 23, announced further downward revisions in forecasts of production of canning crops of sweet corn, tomatoes and snap beans. Production of sweet corn for canning or manufacture, based upon prospects on August 15, was forecast at 589,500 tons compared with 703,600 tons last year; tomatoes, 1,366,330 tons compared with 1,426,170 tons last year, and snap beans 79,850 tons against 90,430 tons last year. Both tomatoes and snap beans are above the 1924-28 five-year average.

The Department of Agriculture announced on the 25th that C. L. Chambers and H. W. Gilbertson had been sent into the drought-stricken area in the Central and Southern States to assist State extension organizations in coordinating efforts to relieve the drought emergency.

#### **PUBLICATIONS**

(B.A.E. Mimeograph Reports)

A list of State agricultural and marketing officials, as of July 30. "Marketing (Western Slope) Colorado Apples," Summary of 1929 Season, by G. D. Clark.

"General Accounts and Summaries of the History of Agriculture in the United States", a bibliography compiled by Everett E. Edwards.

"Farm Value, Gross Income, and Cash Income from Farm Production", Section 2, livestock and livestock products.

"Marketing Western New York Peaches, "Summary of 1929 Season, by J. P. Klein and A. L. Thomas.

"World Cotton Prospects", dated August 21.

"World Flaxseed Prospects", dated August 21.

"World Wheat Prospects", dated August 22.

"The Use of Consumer Packages in Marketing Potatoes".

"Agriculture in the Life of the Nation," a selected list of references, by Everett E. Edwards.

Recent radio talks, available in mimeograph form, include:

"The Feed Crop Report," by Joseph A. Becker. (August 12)

"Crop Report on Food Grains," by S. A. Jones. (August 12)

"August Cotton Report," by D. A. McCandliss, (August 8)

"General Crop Report," by W. F. Callander. (August 12)

"Fruit and Vegetable Production Prospects on August 1", by Paul L. Koenig. (August 12)

"August Hog Markets," by C. A. Burmeister. (August 11)

"Foreign Trade of the United States in Agricultural Products," has been issued by the Department of Agriculture as "Separate No. 1109 from the 1930 Yearbook"; also "Miscellaneous Agricultural Statistics" as Separate No. 1110.

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### NORTH CAROLINA CAMPAIGNS AGAINST INFERIOR SEED.

A campaign against the shipping of misbranded Abruzzi rye and Fulghum is being waged by the North Carolina Department of Agriculture.

Commissioner William A. Graham has issued a statement that "our farmers have been defrauded of thousands of dollars by unreliable seed dealers outside of North Carolina, and I am hereby warning them to purchase seeds grown inside of North Carolina, whenever possible, under guarantee of the grower."

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ICE CREAM PRODUCTION continued to increase last year and reached a grand total of 365,448,000 gallons as compared with 348,046,000 gallons in 1928, according to the Bureau of Agricultural Economics. Ten years ago, per capita consumption of ice cream was a little more than 2 gallons; last year it was 3 gallons.

MARKETNG ACTIV AND OTHER ECONOMIC WORK A REVIEW OF CURRENT SERVICE. RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS. UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C. September 3, 1930 Vol. 10, No. 36 FARM CREDIT IS SUBJECT AT WORLD ECONOMISTS' SESSION. The German government, by a Federal control of farm credit, based on thorough studies of individual farms and the farm economic situation, is stabilizing the farm credit situation, and indications are that German agriculture will benefit and be assisted to recovery from the extreme depression it has been in since the war, according to Dr. Karl Brandt of Berlin, Germany, at the International Conference of Agricultural Economists at Cornell University. Dr. Brandt said that after the inflation, farmers' indebtedness rose rapidly. During the first six months of 1924 interest rates went to 30 per cent and higher. Rates in 1925 were 24 per cent. Higher taxes, higher wages, and higher interest rates resulted in increasing indebtedness of farmers, many farms becoming 100 per cent indebted. In January 1928, the Preuss Zentral, or head bank of the cooperative system, in Germany, founded a special division of individual credit control. Eighteen experts made a special study of all the big farms of Germany supplied with credit by the cooperative loan societies. The records of these farms are being used as a basis for readjustment of the farm business, and loans are made on the basis of efficient management. This individual credit control system has led to large scale financial relief by the German government.

#### "Big Farming" Requires More Credit.

The change in the farming business from a small localized industry to a larger one demanding expensive equipment and machinery is one of the main reasons for the increased need of American farmers for loans, said Dr. A. G. Black of Iowa. Dr. Black suggested that much study needs to be given to farm loan problems, both by the institutions making loans, and by Governmental and educational agencies. He said that "researchers have already gone far enough to establish the fact that it is not safe to advise the setting up of new institutions to extend farm credit, or to suggest liberalizing the present institutions," and described research by Iowa State College in analyzing local loan conditions and credit needs.

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#### PENNSYLVANIA REPORTS RESUME

#### OF COOPERATION INSTITUTE PROCEEDINGS.

A brief resumé of the proceedings of the sixth annual session of the American Institute of Cooperation, held at Ohio State University, July 7 to 12, has been published in the August and September issues of "Keystone Cooperation" by the Pennsylvania Department of Agriculture, Harrisburg, Penna. More than 1500 persons from 35 States, four provinces of Canada and four other foreign countries attended the session.

### FEDERAL STANDARDS NOW USED IN MARKETING.

Federal standards for more than fifty agricultural commodities are now generally used in marketing farm crops, according to Nils A. Olsen, chief of the Eureau of Agricultural Economics, at the International Conference of Agricultural Economists at Cornell University.

Mr. Olsen said that whereas a total of 1,339,173 carlots of grain were inspected by the Government authorities in 1918-19, ten years later the inspections had amounted to 1,916,940 carloads. In 1918, inspections of fruits and vegetables numbered slightly more than 6,000 carloads; by the current year they had amounted to more than 288,000, or better than 25 per cent of the carlot movement. The use of standards at shipping points accounts for over 94 per cent of all inspections during the current year.

Mr. Olsen announced that "this year 57 canners in 10 States have indicated their intention of contracting with their growers for the 1930 crop on the basis of Federal grades. Standards for canned fruits and vegetables are fast becoming an indispensable factor in the financing of the canning industry, and more recently the demand has materially broadened to cover their use in the buying and selling of canned foods."

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### OFIO FARMEP-OVNED FRODUCE MAFKETS INCREASING.

Substitution of farmer-owned produce markets for municipal curb markets in a number of Ohio cities has materially improved marketing conditions both for buyers and sellers, according to C. W. Hauck of Ohio State University.

"In Chio grower-owned enterprises are of recent origin," Mr. Hauck says. "The oldest of these was established in 1916. Some earlier attempts to establish grower-owned markets in Ohio cities have been recorded, but all of them failed. In this State purply farmer-owned produce markets are now operating in Akron, Cleveland, Fortsmouth, Warren and Youngstown, all of which maintain buildings or covered curb stalls on land owned or leased by the operating companies or associations, and in Newark a produce market is owned jointly by producers and retail dealers. Three of these are wholesale or joint wholesale and retail markets, the others are retail only."

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### IOWA PASTURE CONDITIONS BEING SURVEYED.

An inventory of pasture conditions in Iowa is being made by Edgar B. Hurd of the Bureau of Agricultural Economics, in cooperation with the Extension Service and the Agricultural Economics Department of Iowa State College. Mr. Hurd will gather facts on the amount of pasture per farm, different kinds of pasture, how they are utilized and managed. Records from assessors' offices will be used as well as data gathered from a farm to farm survey. Iowa has 20 different types of soil and Mr. Hurd will endeavor to study 50 farms in each soil type area.

### FARM PRICE DECLINE CONTINUES IN AUGUST.

Prices paid producers for fruits and vegetables, cotton and cotton-seed, and all meat animals excepting hogs continued to decline during the month ending August 15 bringing the index of the general level of farm prices down three points. At 108 per cent of the pre-war level on August 15, the index was 35 points lower than a year ago and at the lowest August level since 1915.

Prices of feed grains and hay made a general advance from July 15 to August 15, principally the result of a shortage of supplies in drought stricken areas. Farm prices for wheat and rye showed a moderate recovery from the very low levels of a month previous. Dairy and poultry products advanced, because of the decline in production on account of the unusually hot, dry weather. These advances, however, were insufficient to offset continued declines in prices paid producers for other farm products.

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#### MARYLAND I ISTS DATES FOR MEETING JEWISH HOLIDAY DEMANDS.

A list of "best market days" to meet poultry demands incident to the Hebrew holidays during the current year has been issued by the Maryland Department of Markets. The dates are as follows:

New Year, September 23 and 24, 1930. Best market days, September 17 to 20. Kinds most in demand: Fat fowls, turkeys and ducks.

Day of Atonement, October 2, 1930. Best market days, September 29 and 30. All prime stock wanted, especially spring chickens and roosters.

Feast of Tabernacles, October 7 and 8, 1930. Best market days, October 3 and 4. Kinds most in demand: Fat fowls, ducks and fat geese.

Feast of Law, October 14 and 15, 1930. Best market days, October 9 and 10. Kinds most in demand: Prime quality of all kinds.

Purim, March 3, 1931. Best market days, February 25 to 27. Kinds most in demand: Fat fowls and hen turkeys.

Passover, April 2 and 3, 1931. Best market days, March 30 and 31. Kinds most in demand: Fat fowls, ducks, geese and turkeys.

Last Passover, April 8 and 9, 1931. Best market days, April 3 to 6. Prime quality of all kinds wanted.

Feast of Weeks, May 22 and 23, 1931. Best market days, May 18 to 20. Little extra demand for this holiday.

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#### EGGS IN CELLOPHANE;

#### WATERMELONS IN CHEESECLOTH.

Egg cartons wrapped in cellophane and watermelons in cheesecloth lined cars are among recent packaging and shipping developments.

Cellophane wrapped egg cartons, used on the Pacific Coast, are said to have the property of conserving carbon dioxide gas, thus retarding deterioration of the eggs.

South Carolina watermelons are being shipped in cars lined with cotton cheesecloth with such success as to indicate an impor for cotton, according to The Cotton Textile Institute. The sid ends of the car are cushioned with straw to protect the melons on, and the straw held in place with a covering of cheesecloth.

#### FLORIDA USING NEW TYPE OF CITRUS CONTAINER.

A citrus fruit container of veneer slats fastened with strap iron bands is being used this season at Tampa, Florida. The fastener is a patented triangular segment which is pressed through the slat and clinched. The container is said to be 50 per cent stronger than the present standard box; other features are "reduced cost of manufacture and material; less time required in packing; more complete air circulation around fruit, and reduced decay of fruit in transit."

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#### NEW HARVESTER PUTS CUT GRAIN IN STACKS.

A harvester that cuts and stacks grain in a single operation was given its first trial in Minnesota this summer, reports A. J. Schwantes, farm machinery specialist, University of Minnesota.

The machine cuts a swath 10 feet wide and delivers the grain into a circular tank seven feet in diameter and about four and one-half feet high. The base of the tank revolves as the grain is deposited in it and when the tank is full the rear portion automatically opens up and a completed "stack" is pushed out onto the ground. The machine is drawn by a tractor and is operated by one man in addition to the tractor driver.

Each stack holds about one-third as much grain as an ordinary bundle load. The stacks are left in the field for a week or more during which time the grain is cured as it ordinarily would be in the shock. The threshing is done with a stationary machine, preferably one with a special feeder.

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#### SMALL CITIES BEST MARKETS FOR MIXED CARLOADS.

Small cities in the West, the Rocky Mountain region, and the South offer the most promising field for development of the mixed-car business in fruits and vegetables, according to a survey by the Bureau of Agricultural Economics. This is because there are relatively few large primary markets in these regions from which produce can be redistributed by motor truck.

Shipments of mixed cars have increased from 30,108 cars in 1922 to 49,275 cars in 1929. A larger increase might have been expected, say the marketing specialists, J. W. Park and Brice Edwards, who made the survey for the bureau, had it not been for the active competition of the motor-trucking of produce, whereby an increasing volume of supplies is redistributed from primary markets to smaller consuming centers within a radius of 200 miles.

Principal sources of mixed-car shipments are the Southern States, the Pacific Coast States, and some of the Middle Atlantic States. The investigators found that some of the advantages claimed for mixed-car shipments are that they widen distribution by increasing direct shipments to the small markets where dealers do not have the volume of trade to handle straight carloads; that the small markets receive products in a fresher condition than when redistribution is made from large markets, and that mixed-car shipments have an advantage over l.c.l. freight, express, or truck distribution under conditions making possible refrigeration in transit and lower cost of transportation.

A detailed report of the survey is being prepared in mimeograph, by the bureau, for general distribution.

#### FEDERAL GRADES ISSUED FOR PEAS AND CORN.

Government grades that deal with quality in canned corn, both whole grain and cream style, and in canned peas have been promulgated by the United States Department of Agriculture, following tentative use over a period of three years.

Grades for all canned fruits and vegetables are being developed in the Bureau of Agricultural Economics for use in connection with the administration of the United States Warehouse Act, and will be promulgated by the department as rapidly as the preliminary work is completed.

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### COTTON COOPERATIVES TO RECEIVE LOANS.

The Federal Farm Board, on August 25, made public the following statement issued by E. F. Creekmore, Vice President and General Manager of the American Cotton Cooperative Association:

"Realizing the deplorable condition of the cotton farmer in the South because of the present low level of prices and with and through the assistance of the Federal Farm Board, the American Cotton Cooperative Association has arranged today to advance to the various state cotton cooperative associations for the benefit of their seasonal pool members approximately 90 per cent of the value of the cotton where located. On optional pool cotton the advance will be 10 per cent less than on seasonal pool cotton. As the market advances or declines the advance will be adjusted."

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### CALIFORNIA ISSUES RESULTS OF FRUIT SHIPPING STUDY.

A report on the findings of Professor E. L. Overholser, of the pomology department of the University of California College of Agriculture, during a four months' study of marine fruit refrigeration between California and the Orient, has just been published by the University Abricultural Experiment Station as Bulletin 497.

Professor Overholser made tests of the keeping quality of a large variety of California fruits under a variety of conditions, on a cruise of the steamer Silverhazel last winter. Studies were made of the relation of packing to keeping quality, of bulge to weight of boxes of apples and pears, of size of specimens to average weight of similarly packed standard boxes of Bartlett pears; and tests were made of the loss of weight in the cargo due to transpiration of water and respiration of sugars and acids; of the decrease in bulge; and of the effect of size of fruit on keeping quality.

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#### DATES FOR COTTON GRADE AND STAPLE REPORTS.

Cotton grade and staple reports will be issued by the Bureau of Agricultural Economics on October 31, November 28, January 2, 1931, February 13, and April 17.

### CALIFORNIA CROP ACREAGES TO BE REPORTED BY COUNTIES.

Holding that differences in net income could be better understood in the light of knowledge of competition between areas, the Economics Committee of the California Economics Research Council has asked that crop reports be broken down as to acreage and production by counties. At a meeting of the committee held in San Francisco, E. E. Kaufman, chief of the cooperative crop reporting service in California, agreed to do this for field crops regularly, and through correspondence from his office for nine principal vegetable crops. Figures on production, he said, would be difficult if not impossible to obtain.

The California Economics Research Council was organized several years ago to coordinate the work in economics investigations being done by the University of California, the State Department of Agriculture, and other public and private organizations.

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### IOWA HAS GOVERNMENT PAPER MAKING LABORATORY.

High grade bond paper made from wheat and oat straw will be the objective in an experimental laboratory on the Iowa State College campus, established by the Federal Bureau of Standards. Experiments have been made by the bureau with other substitutes for wood, in paper making, but this is its first attempt in working with wheat and oat straw.

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#### WORLD WHEAT OUTLOCK REPORT NOW AVAILABLE IN PRINT.

The world wheat outlook and the facts that farmers should consider in planning production are presented in Miscellaneous Publication 95, just issued by the United States Department of Agriculture. The publication gives facts as to the trends of prices, acreage, production, and consumption of wheat, and the factors affecting these, in showing the basis for the conclusions presented in the outlook statement. It contains the report on adjustments in the hard winter wheat area of a conference of the representatives of the Department of Agriculture, the Federal Farm Board, and the State agricultural colleges and extension services of the principal hard red winter wheat growing States, at Manhattan, Kansas, in June 1930. The bulletin contains 34 charts and 12 tables to illustrate the text.

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### NEW YORK DEMONSTRATES APPLE GRADING LAW.

The New York Department of Agriculture and Markets and the New York State College of Agriculture are cooperating in a series of grading and packing demonstrations designed to acquaint growers with the new provisions of the apple grading law. Changes have been made in the New York law to conform to the new Federal Grades.

STATE AND FEDERAL

# MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK SEP 15

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAD OF AGRICULTURAL ECONOMICS. UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 10, 1930

Vol. 10, No. 37

SECRETARY HYDE URGES INTERNATIONAL COOPERATION TO ELIMINATE SURPLUS.

Declaring that agriculture throughout the world is a drpressed industry, Secretary Hyde urged international cooperation to adjust farm output to market requirement, and to regulate the flow of goods to obviate gluts and shortages, at the opening of the Inter-American Conference on Agriculture, Forestry and Animal Industry, at Washington, D. C., September 8. The conference will be in session until September 20.

Secretary Hyde said, in part: "The world-wide depression in agriculture emphasizes the fact that we can not think exclusively of our own country in overcoming the depression \*\*\* One of our most important problems is how to reduce the costs of production while at the same time regulating its volume and adjusting the total output to the needs of the markets\*\*\* The most logical remedy yet proposed for the purpose of planning production and of controlling the volume and the marketing of agricultural commodities is cooperative organization. But organization in one country is not sufficient if that country is selling its farm products in the world market. The situation calls for simultaneous attack on the surplus problem by the same means everywhere. If it is sound for the farmers of one country to regulate their output with an eye to market prospects, it is equally sound for the farmers of other countries to do so. \*\*\* It will benefit, rather than hurt, the farmers of the United States if the farmers of other countries adopt similar means to adjust output to market requirements, and to regulate the flow of goods to obviate local gluts and shortages."

The aims of the Inter-American Conference are to define the outstanding problems in each country which may be solved by inter-American cooperation; to discuss policies and methods to be followed in the cooperative solution of these problems; and to consider the establishment and location of research stations or laboratories. Official delegates from all countries of North America and South America are attending the conference; also representatives of numerous private organizations.

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TFNNESSEE POOLING CARLOT
ORDERS FOR FEEDS AND HAY.

Country agricultural agents in the 41 countries of Tennessee, hit hardest by the drouth, are assisting farmers in pooling carlot orders of feeds and hay, the Tennessee Extension Service has announced. Orders for feeds pooled by county agents are being placed with the Cooperative Supplies Association of the Tennessee Farm Bureau which will make purchases in large volume with the cooperation of the Division of Markets of the State Department of Agriculture. The Division of Markets is keeping in close touch with prices of various hays and feeds, places where they can be bought the cheapest, and cost of delivery in Tennessee.

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Washington, D.

#### CORNELL WINS SWEEPSTAKE IN EDITORIAL EXHIBIT.

New York State College of Agriculture won the sweepstakes in the competitive exhibit brought to Washington by agricultural college editors during the annual conference of the American Association of Agricultural College Editors. The display from Ithaca took three first prizes, one second price, and two third prizes. First places in the twelve exhibit classes were awarded as follows:

Popular bulletins (class 1): Kansas, with volume 13, number 10, Designs for Kansas Farm Homes; Technical bulletins (class2): North Carolina, with Technical Bulletin 38, A Chemical Study of Sweetpotato Scurf; Syndicated press service (class 3): New Jersey; Periodical (class 4): New Jersey; Published newspaper story in news style (class 5): Oregon, with an article on a public-service patent for a fruit-washing process; Published feature or human interest article (class 6): New Hampshire, with Uncle Put, Yankee Plunger, by Henry Bailey Stevens, printed in Farm and Fireside for September, 1929; Publicity material for a single project or activity (class 7): Oregon, with advertisements of a State dairy demonstration; County agent's or farm bureau regular department in weekly or daily newspaper (class 8): Missouri: Weekly service of short paragraphs (class 9): North Carolina: Radio material (class 10): New York; Circular letter (class 11): New York; Posters (class 12): New York, with a striking black and white design on a blue background, Know Your Cows, done by Bristow Adams.

E. R. Price, editor ,Virginia Agricultural and Mechanical College and Polytechnic Institute, was elected President of the Association; Roger W. DeBaun, editor, New Jersey State Agricultural Experiment Station, was elected vice-president, and C. D. Byrne, director of news service, Oregon State Agricultural College, was elected Secretary. The next annual annual meeting will be held at Corvallis, Oregon.

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#### MASSACHUSPTTS GIVES COST FIGURES CN PRODUCE.

Cost of production figures indicate that potatoes can be grown in Massachusetts at a cost of 85 cents per bushel; cabbage at 43 cents per bushel box; sweet corn at 77 cents per bushel box, and squash at 80 cents per 90 pound barrel, the Massachusetts Agricultural College has announced.

These costs assume good yields and efficient methods of production. Comparing these costs with prices received in recent years, it is stated that potatoes, cabbage, and squash have been profitable crops for the general farm. Sweet corn has been less profitable, but at a farm price of \$1 to \$1.10 per bushel box, compares favorably with the other crops mentioned.

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UNITED STATES STANDARDS FOR JUICE GRAPES, drafted with especial reference to California grapes, and United States standards for Texas citrus fruits have been issued by the Bureau of Agricultural Economics.

SEEDINGS OF WINTER WHEAT THIS FALL will aggregate about 41,392,000 acres if farmers carry out their intentions to reduce seedings about 4 1/2 per cent below the acreage seeded last fall, reported as of August 15 to the Bureau of Agricultural Economics.

### <u>BUREAU APPOINTS TOBACCO</u> <u>SPECIALIST IN FOREIGN SERVICE.</u>

The appointment of John B. Hutson as principal tobacco specialist in the foreign agricultural service of the U. S. Department of Agriculture has been announced by Nils A. Olsen, Chief of the Bureau of Agricultural Economics.

Mr. Hutson's first assignment is a survey of European tobacco production and consumption with special reference to their effect on the demand for American tobacco. He will establish headquarters in Berlin, and will make contacts with agricultural, commercial, and Government agencies in Europe.

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#### NEW YORK MAKING TESTS OF COPN FOR NEW PACK METHOD.

Packing sweet corn by the new so-called "whole kernel" method rather than by the usual cream style has led to a number of tests being started on the canning crops farm maintained by the New York Experiment Station in order to determine the comparative yields of numerous varieties when grown for the two styles of pack.

Thirty-one varieties of sweet corn are under test this season, and while it is too soon to obtain definite yield records, it is quite evident, says C. B. Sayre in charge of the canning crops work at the Station, that the eight-rowed type of Golden Bantam sweet corn so long popular with the canner must give way to twelve to sixteen-rowed varieties if the new method of packing becomes general, because of the deeper kernels on the latter type of ear.

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### SECRETARY HYDE NAMES DROUGHT RELIEF GROUP.

Secretary Hyde has designated a group of Department of Agriculture staff members to handle specific phases of drought relief closely related to their departmental activities.

Members of the group and their work are: C. W. Warburton, Director of Extension Work, secretary of the Federal Drought Relief Commitree, with general responsibility for correlation of activities, handling of correspondence, contacts with State committees, and similar work; G. E. Farrell, in charge extension work Central States, to be assistant to the committee secretary and to make field contacts, especially relationships with extension agents; J. A. Becker, Bureau of Agricultural Economics, survey of crop conditions, location of deficient and surplus areas, and designation of counties to which emergency freight rates apply; W. A. Wheeler, Bureau of Agricultural Economics, market information on hay, feed, seed, and livestock, including supplies, movement and prices; Eric Englund, Bureau of Agricultural Economics, crop and livestock outlook studies and statements; William Jackson, Bureau of Animal Industry, emergency rations for livestock; A. J. Pieters, Bureau of Plant Industry, emergency pasture crops; W. R. Boswell, Bureau of Plant Industry, emergency gardens.

#### VIRGINIA TO AID IN TURKEY MARKETING.

The Virginia Division of Markets has announced that it will assist groups of growers in selling their turkeys this fall and will provide Federal-State inspection at the least possible expense. The division is urging producers to make arrangements now for selling turkeys by getting together in an organization for that purpose, or arranging for some organization already in existence to centralize the handling of turkeys and make provision for grading and inspection.

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#### STANDARDS BEING PREPARED UNDER "CANNERS' BILL".

The standards adopted by the Department of Agriculture under the authority of the "Canners' Bill" amending the Federal food and drugs act will not apply to this season's pack, according to W. G. Campbell, Director of Regulatory Work, in an announcement on September 5.

Mr. Campbell says that the Food and Drug Administration has been actively engaged in the formulation of standards for some of the staple products ever since the amendment was passed, and reports that "material progress has been made in the preparation of tentative drafts of standards for tomatoes, corn, peas, string beans, peaches, apricots, apples, pears, cherries, and salmon."

Before these standards can be put into form for public hearings, Federal agencies will have to complete a large amount of laboratory work which will determine certain physical and chemical contents essential to practical standards. The Food and Drug Administration expects to hold public hearings before the end of the current year on some of the commodities under consideration.

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#### DROUGHT AREA FEED-SHIPMENT PERMITS TOTAL 3733 CARLOADS.

Permits for shipment of feeds to drought stricken areas totaling 3,733 carloads were reported to the chairman of the Federal Drought Committee, Arthur M. Hyde, by M. J. Gormley, Executive Vice President of the American Railway Association, September 3.

At the close of business, noon, September 3, 2,180 permits had been been issued for 3,733 carload shipments. Of these, 1,254 carloads were for destinations in Virginia; 784 for West Virginia points; 357 for Maryland; 72 for Pennsylvania; 611 for Ohio; 305 for Kentucky; 53 for Tennessee; 285 for Indiana; 7 for Illinois; 4 for Arkansas, and 1 for Mississippi. Feeds included in these shipments are mill feed, 44 per cent; corn, 3 per cent; oats, 5 per cent; and hay and straw, 48 per cent.

Sources of available feedstuff's have been located by the department and other organizations associated in the drought relief work and the information sent to State Governors and drought committees and to State extension directors for the use of counties desiring to obtain shipments.

Additional information is being collected for such use.

#### DOCUMENTARY REQUIREMENTS FOR EXPORTED APPLES.

Documentary requirements for exported apples, under the embargo placed by the British Government on American apples entering England, Ireland or Scotland, effective July 7 to November 15, were outlined as follows by R. R. Pailthorp, Bureau of Agricultural Economics, in a recent communication to the New Hampshire Department of Agriculture.

"Apples exported into these markets cannot be below U. S. Fancy or U. S. No. 1 for barrels, or Extra Fancy or Fancy for boxed apples. A special certificate accompanying imports between these dates is required by the British government. Certificates are issued at points of export. At Boston, Federal inspector Steinbauer, will inspect apples intended for export and issue the special certificate provided the apples meet the grades specified by the British Government. Besides meeting the grade the apples will also have to be free from the apple maggot and not show conspicuous spray residue on the cheek of the apples unless chemical analysis shows residue to be less than whole tolerance of .Ol grain pound of fruit.

"Each package must be marked with (1) name and address of packer; (2) variety; (3) grade and (4) minumum size or count. The mark of origin must be marked by means of printing. stenciling or branding on each outer container or on the label securely attached thereto not less than 1 1/2 inches in height with the following: 'Produce of U.S.A.' or the name and address of the packer and shipper together with abbreviations U.S.A."

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#### LOW TOBACCO PRICES MAY REDUCE ACREAGE.

The acreage of flue-cured tobacco will be reduced materially in 1931 if present prices prevail for the remainder of the marketing season, according to J. B. Hutson of the Bureau of Agricultural Economics.

The auction floor price for U. S. Type 14 grown in Georgia and Florida for the 1930 season averaged slightly less than 10 cents a pound; growers received about 9.5 cents a pound. There has been some improvement in prices since the opening of the marketing season, and if present prices prevail, grade considered, for the remainder of this season, the auction floor price for U. S. Types 11, 12, and 13 grown in the Carolinas and Virginia is likely to average about 14 cents a pound.

"If growers respond to these prices and other factors as in recent years, the acreage of Type 14 in 1931 is likely to be reduced about 20 per cent and the acreages of Types 11, 12, and 13 about 7 per cent below the 1930 area," Mr. Hutson says.

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CROP PROSPECTS in the United States declined 2.5 per cent during August as a result of excessively hot weather, a continuation into August of the record-breaking drouth in most of the states affected in July and an extension of drouth injury northward into states that had not previously suffered severely, according to the September 10 Government crop report.

#### Recent Mimeographs (Bureau of Agricultural Economics)

"The 1930 Mid-Summer Cattle Outlook", issued August 26.

"Vocational Trends in a Rural High School," a supplementary report to Department Bulletin 984, "The National Influence of a Single Farm Community."

"Estimated Numbers of Apple Trees by Varieties and Ages in Commercial and Farm Orchards in Missouri, January 1, 1928". This is a part of an economic study of the apple industry of the United States.

"My Philosophy of Rural Life," by Dr. C. J. Galpin, an address at the Institute of Rural Affairs, Virginia Polytechnic Institute, August 1, 1930.

"Marketing Cumberland - Shenandoah - Potomac District Apples, Summary of 1929 Season," by V. H. Nicholson.

"Marketing Western New York Pears, Summary of 1929 Season," by J. P. Klein and A. L. Thomas.

"Marketing Utah Onions, Summary of 1929 Season," by Leonard S. Fenn.

"Marketing California Grapes, Summary of 1929 Season," by W. D. Googe.

"Marketing Western New York Celery, Summary 1929-30 Season," by J. P. Klein and A. L. Thomas.

"The Feed Situation", radio talk by W. A. Wheeler, August 18.

"August Fruit Markets", radio talk by W. A. Sherman, August 6.

"The Egg and Poultry Market Situation", radio talk by George H. Powers, August 29.

"The 1930 Mid-Summer Sheep and Wool Outlook", radio talk by C. V. Whalin, August 5.

"The Market Outlook for Tobacco", radio talk by Chas. E. Gage, August 13.

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RECENT DEPARTMENT OF AGRICULTURE PRINTED PUBLICATIONS include "Statistics of Fruits and Vegetables", Yearbook Separate 1105; "Statistics of Miscellaneous Crops", Yearbook Separate 1106; "Statistics of Cattle, Hogs, Sheep, Horses, and Mules", Yearbook Separate 1107; "Dairy and Poultry Statistics", Yearbook Separate 1108.

STATE AND FEDERAL

# MARKETING ACTIMITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

U. S. Department of

September 17, 1930

SERIES OF FARM OUTLOOK

CONFERENCES TO BE HELD.

A series of agricultural outlook conferences to consider what farmers should plan to grow in view of present and prospective economic conditions will be held at Washington, D.C., Ames, Iowa, and Atlanta, Ga. These regional conferences will be conducted by representatives of the State and Federal Agricultural Extension Services, the agricultural colleges, and the Bureau of Agricultural Economics.

The primary objective of these conferences is to analyze the farm outlook for regions and for States and to develop methods for getting the information to individual farmers so that they may better plan the organization of their farm business with regard to the prospective demand for products. The conferences are a part of the national plan to translate the National farm outlook information into terms of regional and State needs.

The Washington conference, to be held September 18 to 20, will be attended by representatives of seven Appalachian States; the Ames, Iowa, conference, scheduled for September 25 to 27, will be held by the Federal bureau and thirteen central States; and the Atlanta, Georgia, conference, scheduled for November 11 to 14, will deal with the farm outlook in thirteen southern States.

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### WHEAT CAMPAIGN IS SUBJECT OF SPECIAL EXTENSION PUBLICATION.

"Wheat Production Adjustment, 1930" is the title of a mimeographed publication that the Extension Service, U. S. Department of Agriculture, is issuing in order to keep extension workers in the wheat growing States advised of latest developments in the wheat situation, of progress made by State extension divisions in the effort to bring about desirable adjustments, and of statements bearing upon wheat production and marketing which may be issued from time to time by the Federal Farm Board, the United States Department of Agriculture, and the State agricultural colleges. Three numbers of the publication have been issued to date; August 8, August 15, and September 5. Copies may be obtained from the Extension Service, Department of Agriculture, Washington, D. C.

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U. S. STANDARDS for Sawdust Pack and Table Grapes, drafted with especial reference to California grapes, and U. S. Standards for Bunched Carrots, have been issued by the Bureau of Agricultural Economics.

#### NEW YORK REPORTS

#### ON REGIONAL MARKET NEEDS.

The following conclusions have been reached by the committee appointed at the request of Governor Franklin D. Roosevelt by the New York State Conference of Mayors to study food distribution problems in New York State, in a report of the committee, issued by the New York State Department of Agriculture and Markets:

- "1. In the city lies the greatest opportunity to decrease the price spread between the producer and consumer.
- 2. Changes in city distribution and merchandising of farm products have resulted in making existing facilities entirely inadequate.
- 3. Present markets were laid out in the days of horse-drawn vehicles, when there was relatively little selling at wholesale. Such markets are too small and too poorly laid out to meet present conditions. They were intended as local markets, but some of them are now called on to function as regional markets.
- 4. A regional market receives its supplies from a wide area. Even the most remote farms in the state reach such markets through the trucker-buyer who hauls produce from the farm to such markets. This produce, together with shipped-in produce, is taken by inter-city truckers to cities and villages throughout a wide area.
- 5. The benefits of modern regional markets lie not so much in their ability to bring about direct dealing between producer and consumer, as in their ability to expedite the movement of farm produce between producer and consumer and cheapen the handling and marketing costs for the producer, the wholesaler, the jobber, and the retailer over a wide area.
- 6. The motor truck and modern highway have opened up new possibilities in the way of access to market for produce from New York farms. The agriculture of the state is not deriving the full benefits from these highways and from location near markets, because the regional market facilities are inadequate. If better market facilities were provided, a larger supply of fresh produce would be available for consumers; new outlets would be provided where now lacking, and existing ones improved; and handling facilities would be bettered. These changes would result in lower prices to consumers, increased opportunity to dispose of produce, and improved profits to farmers.
- 7. A modern regional market should combine a farmers' market with a wholesale market for shipped-in produce, and should have connections with as many railroads as possible so as to save the heavy expense of trucking produce from the railroad to the wholesale establishment and save the unnecessary congestion involved in this wasteful process. Such a regional market may be expected to pay operating costs and a moderate rate of interest on the investment.
- 8. Since farmers, wholesalers, grocerymen, railroads, consumers in the city and consumers in other cities and villages over a wide territory are served by a regional market, such a market should not be controlled by any one local interest.
- 9. The committee believes that the best method of ownership is by the state, the state in cooperation with the county or city, or both. More than one county might be included. It is believed that legislation should

make any one of these methods of operation possible.

- 10. The present law provides that the state shall pay one-half the cost of city markets, without adequately safeguarding the state's investment or encouraging regional development and operation. The committee recommends that Sections 268 and 279 of Article 22 of the Agriculture and Markets Law be repealed.
- 11. The committee recommends that a new law be passed providing for the establishment and operation of regional markets in accordance with the suggestions set forth in paragraph nine.
- 12. The committee recommends that at the earliest possible moment provision be made for one such market as an initial step in a state-wide program. It further recommends that suitable action be taken to enable the Commissioner of Agriculture and Markets to take options on a site for such a market, make such cooperative arrangements as he deems wise, and report his findings and recommendations to the Governor and the Legislature."
- G. F. Warren, New York State College of Agriculture, was Chairman of this Committee. Copies of the printed report may be obtained from H. Deane Phillips, Director, Bureau of Markets, Albany, New York.

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#### EARLIER ISSUANCE COLD STORAGE REPORT NOT FEASIBLE.

Issuance of the monthly cold-storage report prior to the twelfth day of each month is not feasible at this time in view of the volume of work involved in securing the greatest possible accuracy in figures covering the holdings of the various commodities, the Bureau of Agricultural Economics has announced.

The bureau cites mechanical difficulties that prevent earlier issuance, and says that it prefers maximum accuracy as against greater speed. It points out that to meet requests for earlier reports on butter, eggs, cheese, and poultry, the bureau a few years ago started a service which furnishes a daily report on cold-storage holdings of butter, American cheese, case eggs, and frozen poultry from 10 of the most important markets and a weekly report from 26 markets. These reports represent about 50 and 75 per cent of the totals, respectively, and can be used as a basis for estimating United States totals.

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### MISSOURI ISSUES RESULTS OF PIG SURVEY ANALYSIS.

The results of a special survey designed to test the accuracy of the semi-annual National pig survey reports from a State, local and individual standpoint, have been published by the Missouri Agricultural Experiment Station, in Research Bulletin 139, entitled "A Partial Analysis of the Missouri Pig Survey Reports." The Station - address: Columbia, Missouri, - will furnish copies on request.

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THE ANNUAL REPORT of the grade and staple of cotton carried over in the United States on August 1, 1930, will be issued on September 19 by the Bureau of Agricultural Economics, under provisions of the Mayfield-Jones Act.

### OFFERS FACTS OF WHEAT SITUATION TO GUIDE GROWERS.

In "The World Wheat Outlook; 1930 Facts that Farmers Should Know," just published, the title reflects the opinion of the United States Department of Agriculture, which hopes for a wide circulation of this booklet which discusses the present facts and probable developments in wheat production and marketing in the United States and abroad. Copies of the publication, designated as Miscellaneous Publication 95, may be obtained from the Department of Agriculture, Washington, D. C. It contains facts as to the trends of wheat prices, acreage, production and consumption, and the factors affecting these, to show the basis for the conclusions presented in the outlook statement.

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### RADIO ADDRESSES AT WORLD ECONOMISTS MEETING ARE AVAILABLE.

Twenty addresses recently broadcast over Cornell University station WEAI by delegates to the International Conference of Agricultural Economists are available on request to the station, according to C. A. Taylor, director of agricultural programs. Some of the addresses, of especial interest to State marketing officials, are:

"How Quality of the Philadelphia Milk Supply is Maintained," by F. F. Lininger, Pennsylvania State College.

"The Farmer Cooperative Movement in Canada," by J. F. Booth, Department of Agriculture of Canada.

"Relation of the Federal Farm Board to Cooperative Marketing," by A. W. McKay, chief of cooperative marketing, Federal Farm Board.

"Farmers Cooperation in Minnesota," by George A. Pond, University of Minnesota.

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#### IDAHO PROFESSOR HAS DEVICE FOR MEASURING DRY WEIGHT OF WOOL.

Supplementing his Idaho wool caliper now used the world over, Julius E. Nordby, associate professor of animal husbandry at the University of Idaho, has developed a manifold desiccating apparatus for determining the dry weight of wool samples which the University of Idaho says will supersede all methods previously used for reducing wool to a dry basis. The device has been announced to the wool trade as a development of the University of Idaho College of Agriculture Experiment Station.

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"GRADE CERTIFICATION SERVICE in New York State" is the title of Circular 415 just issued by the New York Department of Agriculture and Markets, Albany, New York. The circular describes the plan of organization and method of operation of the service as carried on through cooperation of the State Department of Agriculture and Markets and the U.S. Department of Agriculture.

#### SMALLER MARKET SUPPLIES OF HOGS ARE INDICATED.

A reduction in slaughter supplies of hogs during the next twelve months both through smaller numbers and lighter weights seems probable according to the hog outlook report issued on September 15 by the Bureau of Agricultural Economics.

"Although the average of hog prices in the 1930-31 marketing year is expected to be higher than that of the year ending September 30, 1930," says the Bureau, "it will be accompanied by relatively high feed prices. Present evidence indicates that the inspected slaughter for the 1930-31 marketing year will be between 4 and 6 per cent smaller than that of the current year. The short corn crop of 1930 and the present unfavorable corn hog ratio is expected to reduce the fall pig crop of 1930 and the spring and fall pig crops of 1931."

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### FARM BOARD APPOINTS POULTRY MARKETING SPECIALIST.

The appointment of Albertus Willardson as marketing specialist in charge of the Poultry Section of the Division of Cooperative Marketing has been announced by the Federal Farm Board. Mr. Willardson is a native of Utah, and for the past seven years has been connected with the Utah Poultry Producers Association. Mr. Willardson's first work for the Farm Board will be to assist in the organization of an overhead association of turkey producers' cooperative associations in the Intermountain States.

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#### ILLINOIS DEVELOPS PRICE PLAN FOR MILK MARKETING.

A new milk marketing feature designed to overcome faults in the majority of milk marketing plans now in operation in different cities of the country is outlined in a new circular "Price Plans for Marketing Milk," just released by the Illinois College of Agriculture. Dr. R. W. Bartlett, first assistant in agricultural economics, devised the new arrangement which is called "the equalizing-value price plan."

Like other plans, the equalizing-value price plan provides for the sale of milk to distributors on the basis of the values in the uses to which it is put, such as fluid milk, cream, ice cream, evaporated whole milk, butter and other uses. The new plan differs from others, however, in that it provides for the distribution of proceeds to each producer on the basis of value contributed.

The new plan already is in operation in the Pittsburg, Pa., and Peoria markets and is being taken up in the Champaign-Urbana, Bloomington and Decatur markets.

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"MARKETING STOCK HOGS IN MISSOURI" has been issued as Research Bulletin 146 by the Missouri Agricultural Experiment Station.

#### BUREAU REPORTS ON MIXED CARLOADS STUDY.

The results of a study dealing with the shipping of fruits and vegetables in mixed carloads have been published by the Bureau of Agricultural Economics, in a preliminary report. The survey, made by J. W. Park and Brice Edwards, Division of Fruits and Vegetables, deals with the volume and origin of mixed car shipments, the mixed car situation in both large and small markets, and by States, and the advantages and disadvantages of mixed car shipments.

The investigators point out that there are a number of districts in the United States in which many fruits or vegetables are grown in the same area and could be used in mixed car shipments, and they indicate also the best markets for mixed car business.

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#### BRIEFS

GOOD SEED CORN for 1931 may be scarce in drought-stricken areas, says the United States Department of Agriculture, in a recent press release, and tells farmers that "those who put off obtaining a supply until next spring may have to pay a fancy price for seed brought in from a distance and which may be unadapted to the locality."

TOTAL STOCKS OF MEATS, frozen poultry, and creamery butter in cold storage. September 1, are reported in smaller volume than on the same date a year ago, but stocks of case eggs show an increase, according to the September cold storage report of the Bureau of Agricultural Economics.

DR. C. C. McCRACKEN, Professor of School Administration at Ohio State University at Columbus, Ohio, has been selected president of Connecticut Agricultural College, and will assume his duties this month.

"HANDLING LIVESTOCK DURING DROUGHT" has been issued as Circular 140 by the United States Department of Agriculture.

"THE DAIRY OUTLOOK," issued September 15 by the Bureau of Agricultural Economics, is available in mimeograph.

A LIST OF FEDERAL HAY INSPECTORS may be obtained by writing the Bureau of Agricultural Economics, Washington, D. C.

A LOAN of not more than \$30,000, the money to be used by the A. & M. College Cooperative Creamery Association, A. & M. College, Mississippi, in effectively merchandising cooperative butter stored in bonded warehouses has been granted by the Federal Farm Board.

"FEEDING LOW GRADE WHEAT to Cattle and Sheep" has been issued as Circular 44 by the North Dakota Agricultural Experiment Station, Fargo, North Dakota. The publication is written in the form of a dialogue or discussion between President J. H. Shepperd and Professor F. W. Christensen, teacher and investigator of animal feeding problems at the College.

# MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 24, 1930

Vol. 10, No. 39

### PRODUCE AGENCY ACT VIOLATIONS CITED.

The annua! report covering the enforcement of the Produce Agency Act during the last fiscal year, issued by the Federal Bureau of Agricultural Economics, shows that 394 complaints were received as compared with 229 during the preceding fiscal year; 262 complaints were personally investigated as compared with 134 complaints during the preceding year; 8 convictions were obtained in Federal Courts as compared with one prior conviction, and \$17,451.51 was paid by commission merchants to their consignors as a result of the investigations, as compared with \$4,608.20 paid during the previous two fiscal years.

The complaints received during the three years that the law has been in effect have related to 71 different commodities; complaints were received from shippers in all States except Connecticut, Nevada, New Hampshire, Rhode Island and South Dakota; complaints received were filed against dealers in all States except Arizona, Idaho, Maine, Nevada, New Hampshire, New Mexico, North Dakota, South Dakota, and Vermont, and personal investigations were made in markets in 33 different States. The greatest number of complaints, by States, was against commission merchants in Pennsylvania, and the greatest number of complaints, by cities, was against commission merchants in Philadelphia.

Certificates relating to produce to be dumped were issued by the Food Products Inspection Service under the Produce Agency Act during the last fiscal year in 198 cases as compared with 219 during the preceding fiscal year. However, city health officers issued dumping certificates in 108 cases during the past fiscal year compared with 71 during the preceding fiscal year.

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### PENNSYLVANIA WARNS ON REQUIREMENTS FOR PACKAGED APPLES.

Apple growers, shippers, and dealers in Pennsylvania are being reminded by the Pennsylvania Department of Agriculture of a State law requiring closed packages in which apples have been packed to carry the name and addresses of the packer, the variety of apple contained, the size of package, and the minimum size of fruit. The law also requires that the apples on the face of the package be a fair representation of the fruit in the container. The law is compulsory on all apples packed in closed packages within the Commonwealth. The law does not require the compulsory use of the official standard grades but apple growers and packers are being urged to use these grades as the basis for classifying their product.

Attn., Wiss Trolinge Washington, D. C

#### MINNESOTA TO HOLD HOG OUTLOCK MEETINGS.

The cutlook for the Minnesota hog producer is to be the subject of a series of farmers' meetings to be held in a large number of Minnesota counties this fall, beginning about the middle of October, the Minnesota Agricultural Extension Division has announced.

The meetings are being arranged by county agents for the purpose of helping farmers to an understanding of the swine situation, particularly with reference to market and commission trends.

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### NEW JERSEY TO MOVE AGAINST IMPORTATION OF DISEASED CATTLE.

Desirous of protecting the dairy industry of New Jersey from losses caused by the introduction of diseased cattle from other States, the New Jersey State Board of Agriculture meeting at Trenton, September 23, considered taking steps to prevent cattle infected with contagious abortion from entering New Jersey

The matter was discussed in detail and the Board decided to consider it further before taking definite action.

William B. Duryee, secretary of the Board, reported that progress is being made in an attempt to bring about a nation-wide study of plant quarantines with a view to making available information on the economic aspects of the subject.

It was announced, also, that a hearing on proposed New Jersey grades for milk is scheduled to take place before the New Jersey Board of Health, October 7. The New Jersey Department of Agriculture has expressed its approval of the proposed grades.

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#### RHODE ISLAND MAY HAVE JAPANESE BEETLE QUARANTINE.

Secretary of Agriculture Arthur M. Hyde has anmnounced a public hearing at 10 a.m., October 3, at Washington, D. C., to consider the advisability of extending the Japanese beetle quarantine to the State of Rhode Island. Surveys during the past summer have confirmed the continuation of infestation at Providence and disclosed additional beetles at Newport and Westerly.

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### ILLINOIS ISSUES REPORT CN 63 YEARS OF FARM PRICES.

Present farm prices, although the lowest since 1913, probably would have seemed "sky high" to the farmers of 1849 when eggs were a nickel a dozen and corn could be had for 20 cents a bushel, says the Illinois College of Agriculture in connection with its new bulletin, "Prices of Illinois Farm Products From 1866 to 1929." The long-time price records of 16 important farm products, yearly averages, fluctuations and changes in production as a result of these fluctuations are analyzed in the bulletin.

#### NEW ENGLAND LABEL USE SHOWS STEADY INCREASE.

A report of the New England Association of Marketing Officials shows that up to September 1, 1930 nearly 4,000,000 labels under the New England Farm Marketing Program have been sold to approximately 1,000 users. labels are being used on apples, eggs, asparagus, celery, potatoes, turkeys, baby chicks, strawberries, tomatoes, maple products, honey, butter, jelly, and lettuce. More than 1,000,000 standard containers and markers also have been sold.

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#### JOWA REPORTS ON HOG FARM PROFITS.

Thirty-nine Webster County, Iowa, farmers found that their 1929 hog crop returned a net profit of 80 cents per 100 pounds as compared to a 12 cent margin for 1928, according to Iowa State College. Higher hog prices, a larger number of pigs raised per litter, and more rapid gains in weight are given as three reasons for the greater margin in 1929.

The average cost of pork production on these 39 farms was \$8.84 per hundred pounds, while the average market price was \$9.64. Three of the farmers produced pork for less than \$6 per hundred pounds, while three others had production costs of over \$12. On the low cost farms the number of pigs raised to weaning size was 8 as compared to less than 5.on the high cost farms.

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#### GEORGIA SEEKS TO ORGANIZE TOBACCO GROWERS.

The Georgia Department of Agriculture is making a canvas of Georgia tobacco growers to ascertain their willingness to go into an association that will contract for producing tobacco at a stipulated price, and limit the production to so many pounds. This action is part of a proposal that the farmers of the tobacco sections of Georgia, Alabama, Tennessee, Kentucky, North and South Carolina, and Virginia, organize to contract with manufacturers for the amount of tobacco they want.

#### ILLINOIS URGES DIRECT SHIPMENTS OF GRAIN.

To get the most out of the drouth-emergency freight rates now applying on grain going to certain sections of the country, Illinois elevators and farmers are being requested to use the plan of direct shipment, by the University of Illinois. The plan is outlined in a resent circular issued by the college under the title of "Business Procedure in Shipping Grain Direct from Producing to Consuming Sections." The college is compiling a list of elevators in Illinois which have grains of different kinds for direct shipment.

#### NORTH DAKOTA REPORTS CN RANCH MANAGEMENT STUDY.

The results of a study of ranch organization and management in Western North Dakota have been issued by the North Dakota Agricultural Experiment Station in Bulletin 237 on that subject.

The Station says that "probably the outstanding difficulty in ranch operation is the lack of long time control of a sufficiently large area of grazing land. The outstanding conclusion of this report is that ranchers generally should have uninterrupted control for long periods of years of larger units of grazing land inasmuch as the uncertainty of control makes it practically impossible to practice rotation of pastures of the fixed establishment of winter and summer pastures."

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### WASHINGTON STATE ISSUES REPORT ON APPLE PRICES.

Washington apple prices and costs of shipping point marketing services are contained in Bulletin 242 on that subject just issued by the Washington Agricultural Experiment Station at Pullman, Washington.

This study covers prices received and costs of western marketing service for about 40 per cent of the Washington crop during a period of six years beginning with 1922. Central packing costs, which include all items of material and labor, as well as overhead, from the time the loose fruit is received at the central packing plant until it is ready to be put into the warehouse, averaged 41.6 cents per box during the period. They increased about 10 per cent in the last two years of the period, due apparently to the additional expense caused by cleaning the fruit. The investigators believe that packing costs will probably not continue to rise, but may be expected to become somewhat lower over a period of time.

The report also gives warehousing costs, costs of shipping-point storage, and selling charges.

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### SUGAR BEET AND CANE GROWERS WANT CENTRAL MARKETING AGENCY.

Authorization of a centralized marketing agency or clearing house under Section 10 of the Farm Act was urged upon the Federal Farm Board by the Sugar Beet and Sugar Cane Advisory Committee, September 19. Such a clearing house, according to the Committee, should include in its membership not only the producers of beets and cane, but also the processors of continental beet and cane sugar, as well as the west coast refiners of Hawaiian cane sugar. The Committee declared that "in all history there has never been so serious a depression in sugar prices, due to the tremendous overproduction in other countries, especially Cuba."

### TOMS RIVER EGG MARKET MOVED TO NEWARK.

Anticipating the presence of more buyers in the fall and winter in Newark, New Jersey, than in Toms River, where a heavy summer shore trade creates a seasonal demand for eggs, the managers of the Toms River Auction Egg Market, which was established and which operates with the cooperation of the New Jersey Department of Agriculture, moved the market to 84 Commerce Street, Newark, September 2.

The Flemington Auction Egg Market, which opened August 1, is reported as having been highly successful in its operation. On one typical day in the latter part of the month, New Jersey Fancies, New Jersey Grade A's and Producers' Grade Extras sold for 45.5 cents to 50 cents per dozen at the market and New Jersey Fancy Mediums, New Jersey Grade A Mediums and Producers' Grade Mediums sold for 43.25 to 48.25 cents.

On the New York market, that day, Fancy Jerseys were selling for 42 to 43 cents, Nearby Closely Selected were selling for 36 to 41 cents, and Nearby White Mediums for 31 to 34 cents.

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### OUTLOCK REPORTS ISSUED ON FEEDS AND DAIRYING.

Adjustments and widespread economies in livestock feeding this fall and winter will be necessary to offset somewhat the deficiency in feeds as a result of the drought, according to a feed outlook report issued September 22 by the Federal Bureau of Agricultural Economics.

The bureau estimates that supplies of feeds for the 1930-31 season are the smallest since 1901. Compared with livestock numbers, the total supply of all feed grains, hay and feedstuffs is estimated at around ninetenths of the usual supply.

More thorough culling of low-producing cows to prevent over-expansion of the dairy industry was urged in a dairy outlook report issued by the Bureau, September 17. The bureau says that "substantial increases in numbers of milk cows and heifers are now taking place," and that "when the disturbed conditions due to the drought and business depression shall have passed, the dairy industry is likely to find itself over-expanded." The report points out that only about 10 per cent of the total butterfat supply of the country is produced in the drought area.

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### LARGER HOG SUPPLIES IN FOREIGN COUNTRIES.

Larger hog supplies than a year ago in most foreign producing countries, particularly in Europe, is the outstanding feature of the current world situation in hogs and pork, according to the Bureau of Agricultural Economics. Record numbers in Denmark is given as the most significant factor as regards competition in the leading foreign markets for American cured pork.

### FIRST SEIZURE UNDER CONTAINER ACT IS REPORTED.

The first seizure of baskets under the Standard Container Act of 1928 is reported by the Bureau of Agricultural Economics which says that under a process of libel 10,116 one-bushel straight side baskets have been seized by the United States Marshall at Grand Junction, Colo. The baskets were found to be of improper capacity and were being manufactured without having the specifications for them approved by the Secretary of Agriculture, as required by the provisions of the Standard Container Act of 1928.

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### NEW JERSEY ROADSIDE MARKETS ORGANIZE.

Twenty-two farmers operating roadside markets in Bergen County, New Jersey, have organized under a plan of standardization and certification that is reported by Wallace S. Moreland, New Jersey Agricultural Extension Service, as being successful in winning consumer confidence and patronage.

Several years ago, hucksters opened roadside stands and demoralized the entire roadside business by buying inferior produce in city markets, topping it off with good quality stuff, and posing as bona fide producers. Operators of the stands were condemned as a group in newspaper editorials. Then W. Raymond Stone, Bergen County agricultural agent, worked out a plan of standardizing roadside markets so that the reliable, farmer-owned ones could be readily identified by consumers. The cooperation of the Bergen County Chamber of Commerce was secured.

The Chamber's function was to accredit the stands of farmers who would conform to the rules for standardizing roadside markets, to provide suitable signs by which accredited markets could be readily identified by motorists, and to prepare printed matter that consumers could use as a guide in locating sources of high quality farm producers.

The farmer, in order to have his roadside market accredited, had to agree to produce at least 50 per cent of all products offered for sale and to display on his stand only well-graded products of high quality. He further agreed that products bought for resale must come direct from a nearby farm, and be carefully graded before selling. A rental fee of \$5 was paid for the sign which remained the property of the Chamber of Commerce. It was expressly understood that violation of any of the rules govering market standardization would be sufficient cause for removal of the sign.

Marketing under the new plan began in 1929, and since then Mr. Moreland reports that the authorized stand operators have been doing an increasing volume of business.

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### MORE DAIRY PRODUCTS USED IN CHOCOLATE MAKING.

Increases in the quantities of all dairy products, except evaporated milk, used in the manufacture of milk chocolate and chocolate coatings, are reported for the year 1929 as compared with 1928. If all products used were re-converted to whole milk the total would be 309,516,046 pounds, or the product of 61,900 cows averaging 5,000 pounds of milk per year.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORKS

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 1, 1930

Vol. 10, No. 40

MARKETING OFFICIALS
TO MEET AT CHICAGO.

The Twelfth Annual Meeting of the National Association of Marketing Officials will be held at Chicago, Illinois, December 1, 2, and 3. A tentative program is being prepared that will include speakers and subjects representative of all important current phases of agricultural economics and marketing. This program will be published in a forthcoming issue of MARKET-ING ACTIVITIES as soon as some minor details have been completed.

The president of the Association is C. W. Waid of Ohio, and the secretary-treasurer is F. B. Bomberger of Maryland. Both Mr. Waid and Dr. Bomberger will be glad to hear from State and Federal marketing officials, and from State and Federal extension officials, offering suggestions with regard to speakers and subjects at the Chicago meeting.

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"NEW USES FOR COTTON"

COMMITTEE REPORTS PROGRESS.

A summary of the work of the last three years of the New Uses for Cotton Committee, which is composed of representatives of the Department of Agriculture, Department of Commerce, and Cotton Textile Institute, was presented at a meeting of the Committee in Washington, D. C., September 30.

Most promising developments were reported in promoting the retail packaging of potatoes and oranges in cotton mesh bags, and in the use of cotton fabric as a binder for bituminous roadways. Several South and Southwestern States were reported as experimenting with the frabric in road construction. Preliminary research indicates that the fabric prevents spliting the edges of bituminous roads, and it is believed that the goods has a similar value in constructing shoulders to roads.

Among the many new and extended uses for cotton, reports were submitted on products such as tarpaulins for athletic fields, style fabrics, posters and billboards, cotton letterheads, fireproof fabrics, play tents, model yachts, white cotton sleeves for traffic officers, and a proposed rubberized cotton device to prevent the formation of ice on airplane wings and struts. A campaign is to be waged looking toward the promotion of cotton goods during the coming Christmas holidays.

The use of cotton bagging instead of jute as a cotton bale cover has been the subject of considerable research by the Committee. Sufficient technological work has been done in this connection, it was brought out at the meeting, to make practicable the use of cotton bagging if and when cotton is sold on a net weight basis.

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Washington, D. C.

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### FARM BOARD REPORTS PROGRESS IN ORGANIZING COOPERATIVES.

By establishing the Farmers National Grain Coropration, the Federal Farm Board has brought together regional associations representing over 2,000 local cooperative marketing units, and more than a quarter of a million grain producers, according to Chris L. Christensen, Secretary, in a recent radio talk on the cooperative marketing organizing activities of the Farm Board.

"The Farmers National Grain Corporation", he said, "will handle a larger volume of grain than has ever been assembled before by any one organization, either cooperative or private. The cooperative associations handling short staple cotton, representing more than two hundred thousand cotton farmers, have been federated into a central agency — The American Cotton Cooperative Association. This cooperative organization will probably handle at least twice the volume of cotton that has ever been handled cooperatively before, during any one season.

"The National Wool Marketing Corporation will receive approximately 120,000,000 pounds of wool during the present season, more than six times as much wool as was handled cooperatively in 1929. The National Live Stock Marketing Association will handle many millions of dollars worth of livestock." Other organizations cited by Mr. Christensen include the National Bean Marketing Association, National Pecan Marketing Association, and the organization of a cooperative marketing association in South Carolina, which will handle about one-third of the State's tobacco production during the present season.

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### NEW ENGLAND COUNCIL SEES MILK PRICE ADVANCE.

The outlook for the New England dairy industry for the next six months compares favorably with that for most agricultural products, the New England Research Council on Marketing and Food Supply has announced.

"Prices of cream should be well supported by the expected decrease in western butter production resulting partly from drought," the Council says. "While New England milk production during the next six months is expected to be up to last year's level, and while employment and consumer purchasing power has been reduced by the current business depression, the more favorable cream situation is expected to result in composite milk prices fully as high as last year."

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#### PRODUCE DEALER FINED.

The proprieter of an Alabama brokerage company plead guilty recently to a violation of the Produce Agency Act, in that the consignee failed to make any returns on a carload of Irish potatoes shipped on consignment. The investigator found that the gross sales were substantially in excess of freight and other charges. The Court imposed a fine of \$100.

### ILLINOIS STRESSES BUYING OF CREAM ON QUALITY.

Butterfat prices to farmers could be raised approximately two cents or more a pound if the quality of cream were improved enough so that all butter manufactured from it would rate a score of 90, instead of around 88, as is often the case, according to C. A. Brown, Illinois College of Agriculture, urging the buying of cream on a quality basis.

"A very large portion of the cream produced in the corn belt is not of sufficient quality to produce butter better than 87 score," Mr. Brown says. "The solution of the problem of cream improvement lies chiefly in a cream grading plan whereby cream will be purchased on the basis of quality. The most scientific method of grading cream is to grade on the basis by which butter is sold, namely, taste, and flavor, but this method is considered rather impractical under present conditions. It is practical, however, to grade on the basis of acidity and age of the cream. Parts of the States of Indiana and Kentucky and the entire State of Tennessee now pay for cream the basis of age. A premium is paid for cream not more than four days old."

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### NEW APPLE PACK HAS WELL-FILLED APPEARANCE.

An apple pack with an unusually high crown and one that gives the impression of being well filled is being used this season by an orchard company in the State of Washington. In addition to insisting on a very high crown, the company has had its shook cut with the bottom boards 1/32 of an inch thicker than the tops, the latter being cut with the usual thickness for tops and bottoms. The aim is to throw the surplus bulge to the top of the box and in addition, when the top is removed for market display, the heavier bottom will tend to increase the top bulge still more, thereby impressing the buyer with the good bulge and that the package is well filled.

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### NEW JERSEY REPORTS APPLE PRODUCTION COSTS.

Costs of producing apples on 25 farms in Monmouth County, New Jersey, in 1929, are reported by the New Jersey Extension Service in its September "Economic Review of New Jersey Agriculture". The net cost of producing and harvesting market apples is reported at \$170.34 per acre on the average, or .78 per bushel. Net receipts averaged \$356.65 per acre or \$1.63 per bushel.

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### CANNED FIELD CORN MUST BE PROPERLY LABELED.

Canned field corn can not be sold as sweet corn under the United States Food Law, but must be plainly designated as "field corn" on the label, according to W. G. Campbell of the Federal Food and Drug Administration. The interstate or export shipment of canned field corn or any other foods under false or misleading labeling is in violation of the Federal Food and Drugs Act.

### NORTHWEST INTERSTATE POTATO COMMITTEE IS ORGANIZED.

The Northwest Interstate Potato Committee, with Harry E. Drobish as Secretary, headquarters Boise, Idaho, has been organized to aid potato growers in Idaho, Washington, and Montana in formulating production programs, the Idaho College of Agriculture has announced. Mr. Drobish was formerly with the California State Department of Agriculture.

The major objectives of the program are "to aid farmers to increase their farming efficiency, to stabilize their annual income, and to increase or decrease acreage devoted to potatoes with due consideration of all obtainable economic facts; to teach farmers, bankers, merchants, shippers and others in the cooperating States the significance and use of Federal and State agricultural outlook material, intentions to plant reports, and other economic data in planting ,growing and marketing potatoes and alternative crops; and to make a demonstration in the stabilization or regulation of potato production with a view to avoiding or minimizing such disasters as have occured in the past through unwise changes in potato acreage of this and competing regions."

Cooperating in the tri-State program are the agricultural extension divisions of Idaho, Washington and Montana, the Federal Bureau of Agricultural Economics, and the Extension Service of the U.S. Department of Agriculture.

### ILLINOIS SEES DECREASING DEMAND FOR HEAVY TYPE STEERS.

Changing styles in the beef trade will see the heavier types of grainfed steers losing even more of their slipping popularity during the next few years, in the opinion of Sleeter Bull of the Illinois College of Agriculture.

Mr. Bull believes that the present trend toward marketing grain-fed cattle of good quality at younger ages than was the case several decades or even several years ago will continue during the next few years. The proportion of aged cattle, two years old and older, will decrease and the proportion of calves and yearlings, increase, he says. The choice, or prime two-year-old steer weighing 1,400 to 1,500 pounds, however, is not likely to become extinct as has the 2,000 pound steer of a generation ago, Mr. Bull adds. The younger cattle are reported to be more economical because they put on their gains much cheaper than do aged cattle, and consumers nowadays want the smaller steaks and roasts.

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### <u>APPOINTMENT OF SEED LOAN</u> <u>OFFICIAL IS ANNOUNCED</u>.

The appointment of George L. Hoffman to succeed the late L. Emory White as senior administrative officer in charge of the farmers' seed loan office has been announced by the U. S. Department of Agriculture. This office is now engaged in making loans to farmers in certain drought-stricken States for seed for crops suitable to be sowed in fall pastures, in addition to collecting loans made in previous years. Mr. Hoffman has been an attorney in the office of the Solicitor for the Department of Agriculture since 1914.

### NORTH CAROLINA TOBACCO GROWERS TO ORGANIZE.

Tobacco growers in North Carolina have decided to organize a cooperative marketing association by which at least 100,000,000 pounds of tobacco will be removed from the auction market this season, according to the North Carolina Agricultural Extension Service. Frank Page, former Highway Commissioner of North Carolina, and new vice-president of a bank in Raleigh, has been selected to head the organization work.

The Extension Service says that "it is the hope of the Tobacco Relief Commission, representing 49 counties in the State, to take 60,000,000 pounds of tobacco from the new bright belt and 40,000,000 pounds from the old belt off the auction market this year."

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### IDAHO APPOINTS FXTENSION SPECIALIST

Ezra T. Benson has been appointed to the position of Extension Specialist in Farm Management for Idaho, the Idaho College of Agriculture has announced. Mr. Benson took his masters degree in agricultural economics under Dr. C. L. Holmes at Iowa Agriculture College.

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### COTTON TO BE HELD BY STABILIZATION CORPORATION.

The Cotton Stabilization Corporation has announced that its present holdings amounting to about 1,300,000 bales of cotton will be maintained throughout the present cotton season ending July 31, 1931, unless the price in the meantime advances to or above the purchase price. "If any part of these holdings is sold in order to meet special requirements of mills or for other sufficient reasons, the quality thus sold will be replaced immediately by the purchase of an equal number of bales so that the total holdings will remain unchanged."

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### \*\*GRICULTURAL INCOME CLOSE TO TWELVE BILLIONS LAST YEAR.

A gross income from farm production of about \$11,851,000,000 for the calander year 1929 compared with \$11,741,000,000 in 1928, with \$11,616,000,000 in 1927, and with \$11,480,000,000 in 1926 is estimated by the Bureau of Agricultural Economics.

The gross income from crops last year is estimated at \$5,603,000,000, and the gross income from livestock and livestock products at \$6,249,000,000. The operating costs of farming in 1929 were about the same as in 1928, and after deducting operating costs, wages to hired labor, taxes, interest on debts, and rent paid to non-operating owners, the balance available for capital, labor and management was \$5,578,000,000 compared with \$5,478,000,000 for 1928, an increase of about \$100,000,000.

#### BRIEFS

STANDARDS. United States standards for lettuce and standards for bunched carrots have been issued in mimeograph by the Bureau of Agricultural Economics.

QUARANTINE. All restrictions on the interstate movement of farm products in the area covered by the Japanese beetle quarantine have been removed by the Federal Plant Quarantine and Control Administration.

TURKEYS. A statement concerning the turkey grading school to be held by the Bureau of Agricultural Economics at San Angelo, Texas, the week of October 20 may be obtained in mimeograph from that bureau. This statement answers the questions, Why turkey grading schools, What is to be gained by using U. S. grades for turkeys, On what are the grades based, How are turkeys graded and labelled, — in short, it tells you almost all you may want to know about turkey grading.

PECANS. A preliminary report, in mimeograph, on pecan production in the United States, 1924-29, may be obtained from the Bureau of Agricultural Economics.

RANCHING. "Planning the Ranch for Greater Profut" is the title of a bulletin that may be obtained from the Texas Agricultural Experiment Station, College Station, Texas. It is bulletin 413.

STATISTICS. Nebraska has issued a preliminary report entitled "Nebraska Agricultural Statistics, 1930". Copies are obtainable from the Nebraska Department of Agriculture.

RADIOS. Recent radio talks, obtainable in mimeograph from the Bureau of Agricultural Economics, include the following:

"The Perishable Agricultural Commodities Act and Your Business," by F. G. Robb, September 9.

"The Dairy Outlook," by L. M. Davis, September 15.

"Relation of Farmers' Intentions to Seed Winter Wheat and Rye to the Outlook for the 1931 Crop," by Dr. O. C. Stine, September 5.

"Fruit and Vegetable Production Prospects on September 1, "by Paul L. Koenig, September 11.

"September Crop Report," by John B. Shepard, September 11.

"World Cotton Consumption," by W. W. Fetrow, September 8.

"September Crop Report," by W. F. Callander, September 11.

"The Cattle Situation," by E. W. Baker, September 25.

"The 1930-31 Hog Outlook, by C. A. Burmeister, September 15.

"The Price Situation," by Dr. O. C. Stine, September 16.

"The Grain Market Situation," by G. A. Collier, September 19.

ONIONS. "Marketing Colorado Onions", summary of 1929-30 season, has been issued in mimeograph by the Bureau of Agricultural Economics.

ICE CREAM. Canned ice cream mixed ready for immediate use by consumers or manufacturers is to be placed on the market by Milk Industries, Inc.

STATE AND FEDERAL

# MARKETING ACTIVERED

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU & QUICUI

U. S. Department of Agriculture

October 8, 1930

Vol. 10, No. 41.

### NORTH DAKOTA COLLEGE TO OPEN MARKET NEWS STATION.

Establishment of a market news station at North Dakota Agricultural College, and the appointment of O. M. Fuller as market information specialist, has been announced by C. F. Monroe, director of extension work at that college.

Dr. Monroe reports that the establishment of a telegraph station where Mr. Fuller will receive information from the markets, condense it and give it a North Dakota interpretation, and then send it out through press releases, radio and mimeographed announcements to all sections of North Dakota, is made possible by an appropriation to the United States Department of Agriculture by the recent Congress for the purpose of extending the leased wire service of the Bureau of Agricultural Economics from the Twin Cities to the North Dakota Agricultural College.

Dr. Monroe says that "it is not intended that this service will displace the monthly outlook statements that have been sent out from the agricultural college the past five years; instead, it will supplement this type of information by furnishing more timely statements as to markets. The service will not be confined to mere statements of market receipts and prices. The relation of grade to price, grade requirements, the prevailing grades of our own commodities, market trends and causes for such trends, factors of nationwide and world wide influence affecting prices, and any information that tends to show a North Dakota farmer what his commodities are worth will be furnished."

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### CALIFORNIA MAKING MILK SURVEY IN LOS ANGELES AREA.

A survey of the market milk industry in the Los Angeles metropolitan area is being made by the Giannini Foundation of Agricultural Economics in the University of California. Data are being collected on the production, consumption and distribution of market milk and cream in that area which may be used in forecasting probable changes during the next five to ten years. The aim is to adjust production more closely to consumption.

The survey to date has disclosed that the supply of milk comes from 78,938 cows in 1507 dairies in six ccunties in southern California. About 220 of these dairies distribute their own milk but most of the consumers receive milk and cream either directly from one of the 52 distributors or from retail stores that are supplied by the distributors.

#### BALTIMORE HAS NEW PRODUCE TERMINAL.

The new Baltimore and Ohio Railroad perishable products terminal, at 209-231 West Camden Street, Baltimore, Maryland, was formally opened on October 1. Citrus and deciduous fruits, formerly sold at the Baltimore Fruit Exchange, are being handled at the new Baltimore and Ohio auction sales building.

This building is 90 feet wide by 565 feet long, and has a platform 8 feet wide along one side. It has floor space for the contents of 90 cars. One large auction salesroom has a seating capacity for 200 persons. There is also a special platform for private sales, and a large team track delivery yard.

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#### PECAN GRADES ENDORSED BY NATIONAL ASSOCIATION.

Proposed grades for improved varieties of pecans, prepared by the Federal Bureau of Agricultural Economics, have been endorsed by the National Pecan Association with the request that the grades be issued as official standards. The Association also recommended at its recent annual convention at Jackson, Mississippi, that further investigational work be done by the bureau this season on grades for seedling pecans, which are used for shelling purposes.

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#### FARM BOARD PROPOSES COTTON ACREAGE REDUCTION CONFERENCES.

The Federal Farm Board announced on October 7 that in cooperation with the United States Department of Agriculture, it will invite a series of conferences in the South looking toward a reduction in the acreage of cotton and a readjustment of the farming programs of cotton farmers.

The acreage planted to cotton this year was 45,800,000. The Board believes that 40,000,000 acres is the danger line and that the South as a whole should reduce acreage to that point. The questions of excessive production of low grade cotton, gin-run seed, and too much mixing of cotton varieties will also be considered at the conferences. Dates for the meetings are being scheduled for later announcement.

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#### IDAHO FEATURES LOW COST PORK PRODUCTION TECHNIQUE.

A series of "low cost pork production tours" has been held jointly by the extension services of Washington State College and the University of Idaho. Production studies, it was announced, showed that 500 pounds of pork which sold for a minimum of 10 cents a pound was produced by hogging off one acre of wheat. Another set of records belonging to a farmer near Pullman showed a return in pork produced of \$57 per acre for a field of peas which was hogged off. The feeding of wheat, barley, and oats was also recommended. Farmers were told also that hogs that will finish out between 200 and 225 pounds are especially favored by the packers.

### PURDUE ADDS TWO EXTENSION SPECIALISTS TO STAFF.

Two additional men have been assigned recently to the extension staff of the Department of Farm Management and Rural Economics of Purdue University. W. W. Underwood, formerly assistant director of extension at Washington State College, and who took graduate work last year at the University of Minnesota, will do extension work in marketing and outlook information. T. G. Hornung, who was graduated at the University of Nebraska and has a master's degree from Illinois University, will do extension work in farm management and marketing.

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### NEW ENGLAND MARKETING OFFICIALS DISCUSS "LABEL".

Suggestions for securing greater use of the "New England Label" and for popularizing the commodities thus certified as to quality were made at the September meeting of the New England Association of Marketing Officials, at Springfield, Mass.

Dr. E. A. Perregaux of Connecticut Agricultural College reported that at a meeting in Hartford, Connecticut, at which the buyers for many tea rooms and restaurants were present, most of the buyers stated that local products were not as good as products shipped from distances. However, they said that with the growing use of the label, indicating high-quality products, in the home markets, they probably would change their minds.

In a report on roadside marketing, it was stated that many members of the New England Women's Club in conference at Groton, Connecticut, this summer, declared that they patronize roadside stands because they believe they obtain better quality products there.

Appointment of a committee to investigate live poultry marketing in Boston, by Mayor Curley of Boston, was announced at the meeting.

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### FLORIDA PLEASED AT FRUIT FLY QUARANTINE MODIFICATION.

Expressions of satisfaction at the removal of the requirement of sterilization with respect to the shipment of Florida fruit and peppers to the Southern and Western States, in connection with Federal fruit fly quarantine regulations, have been voiced by growers and shippers in Florida. The release of the requirement of sterilization makes it unnecessary to continue the restrictions on reshipments from the Northern to the Southern States. Florida host fruits and vegetables which leave the regulated area under permit are authorized to be reshipped throughout the continental United States.

The car-cleaning requirements under which it was necessary for the various railroads to clean at the unloading point the refrigerator cars which had transported host fruits and vegetables have also been removed by the Federal Government. Restrictions as to infested areas — that is, premises within one-half mile of points at which infestation may be discovered — remain unchanged. The only area now so classified is at St. Augustine.

### ILLINOIS SHORTENS TIME IN WHICH TO MAKE PORK.

Modern methods of growing and fattening hogs, as demonstrated the past summer by 458 Illinois farmers, have taken more than six weeks off the time required to get pigs up to a marketable weight of 200 pounds each, according to E. T. Robbins, livestock extension specialist at the Illinois College of Agriculture.

The 458 farmers are those enrolled in the college's statewide extension project on balancing corn for hogs. The cooperators practiced swine sanitation and in addition fed their brood sows, pigs, and fattening hogs such combinations of corn and other grain with such a selection of legume pasture, rape pasture, alfalfa hay, skimmilk, soybeans, tankage, linseed oil meal, limestone, bone meal and salt as was calculated to give maximum profit under their individual conditions. It took about six months or less to get an average weight of 200 pounds on the pigs.

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### NORTH DAKOTA APPOINTS LIVESTOCK EXTENSION SPECIALIST.

George J. Baker has been appointed extension specialist in animal husbandry at North Dakota Agricultural College, effective November 1 on the resignation of S. G. Denner, Dr. C. F. Monroe, extension service director, has announced. Projects now being conducted by the extension service in animal husbandry include state contests in carlot baby beef production, ton-litters, pork production, lamb production, and sow testing.

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### THREE DROUGHT STATES PLAN TO STORE SEED CORN.

A series of conferences in Virginia, Kentucky, and Arkansas is being held by State seed growers associations and commercial seed dealers cooperating with the United States Department of Agriculture to make plans for saving enough seed corn so that farmers in the drought areas will have seed of a good producing, locally adapted, variety for next year's crop.

Virginia, Kentucky, Arkansas, West Virginia, Tennessee, and Oklahoma, it is believed, will have to ship in some seed corn from other States.

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### INTER-AMERICAN LIVESTOCK ADVISORY BOARD IS RECOMMENDED.

Appointment of an Inter-American Livestock Advisory Board to study livestock problems from an international standpoint, to deal chiefly with livestock diseases, was recommended in a resolution passed at the livestock sessions of the Inter-American Conference on Agriculture, Forestry, and Animal Industry, at Washington, D.C., September 8 to 20. Each government was urged to designate a qualified official or representative on the proposed Advisory Board.

### FFFD SHORTAGE BEARS HEAVIEST CN LIVESTOCK PRODUCING AREAS.

Considerably larger than usual shipments of feeds into livestock producing areas this fall and winter are expected by the Bureau of Agricultural Economics, as indicated in its October 1 issue of "The Agricultural Situation."

"While the country's feed crops perhaps are sufficient as a whole, a large volume must be transported into the deficit areas," the bureau says. "Even the local distribution of supplies is very abnormal. Kansas, for example, has a corn crop nearly 70 per cent as large as last year's but two-thirds of the corn is in about 30 of the 105 counties, where cattle are comparatively few. Although wheat and other small grains may be substituted for corn quite extensively, this involves transportation. All reports indicate that farmers everywhere are storing fodder, straw, silage and all possible feedstuffs."

The bureau reports that the production of livestock products has already fallen off as a result of the drought, and expresses the belief that production of these commodities "will continue to decline."

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### SEED LOANS GRANTED FOR FALL AND WINTER PASTURES.

Five hundred fifty thousand dollars of the unexpended balance of the \$6,000,000 appropriated by Congress last March for loans through the farmers' seed loan office of the U. S. Department of Agriculture to relieve distress in 15 States from storms, floods, and drought in 1930, has been allotted to farmers seriously affected by the summer's drought in Alabama, Oklahoma, Virginia, and Missouri, for the purchase of seed and fertilizer for fall and winter pastures.

Applications for these loans must be backed by the farmer's promissory note and a mortgage on his crops, and must be approved by a county committee before they can be accepted in Washington. Loans can not be made for crops to be harvested in 1931. October 15 is the final date for accepting applications for loans.

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#### MISSISSIPPI REPORTS CN FARM NET INCOMES.

The results of a comparison of Choctaw County, Mississippi, farms having high and low net cash incomes in the year 1928 are reported by the Mississippi Agricultural Experiment Station in Circular 89, recently issued. The data were obtained by the survey method from 121 farms during February and March, 1929.

"Farm Practices in South Central Mississippi with Suggested Changes," has also been issued by Mississippi as Bulletin 276. In this study it was found that "cotton has the first choice of crops in the farming system and is the most reliable source of income, and as a usual thing as much cotton as can be cared for is grown."

#### BRIEFS.

Creamery butter production in 4,141 factories in 1929 aggregated 1,597,027,000 pounds, according to the Bureau of Agricultural Economics. Production of cheese of all kinds in 1929 is placed at 483,933,000 pounds; condensed milk 401,718,000 pounds; evaporated milk 1,804,930,000 pounds; powdered skim milk 207,579,000 pounds; ice cream 254,618,000 gallons.

LIVESTOCK. Between forty million and fifty million dollars worth of business handled annually by about 400 cooperative livestock shipping associations in Illinois will be reviewed in annual meetings of these associations between now and the end of November.

The general level of farm prices advanced 3 points from the unusually low level reached on August 15 and on September 15 was 111 per cent of the pre-war level, according to the Bureau of Agricultural Economics. At 111, however, the index was 30 points below September 15, 1929, and at the lowest September level since 1915.

Tree-ripened, quick-frozen Georgia peaches in fiber cups are PEACHES. being packed and distributed by a company of Montezuma, Georgia.

More than one-third of all the counties in the United States are now practically free from bovine tuberculosis.

A total of 1,016 counties in 21 States are now certified for reduced railroad rates on hay and grain into and livestock out of these counties.

"Farm Management and Incomes of Farm Families in Laurel INCOME. County, Kentucky," has been issued as Bulletin 305 by the Kentucky Agricultural Experiment Station, Lexington, Kentucky.

"Marketing Colorado, Nebraska and Wyoming Potatoes," has been issued in mimeograph by the Bureau of Agricultural Economics.

BROOMCORN. "Broomcorn Growing and Handling," has been issued as Farmers' Bulletin 1631, by the U.S. Department of Agriculture.

"World Wool Prospects" as of September 30 has been issued in mimeograph by the Bureau of Agricultural Economics.

"World Flaxseed Prospects" as of September 30 is available in mimeograph from the Bureau of Agricultural Economics.

"Beef Grading and Stamping Service" is the title of Leaflet 67 just issued by the U. S. Department of Agriculture.

"A community of at least 1,000 rural families is needed in order to maintain and support schools, libraries, hospitals, parks, playgrounds, churches, fire companies, and other institutions," in the opinion of Dr. C. J. Galpin, Department of Agriculture sociologist. population should be at least 5,000 persons, and the minimum area about 100 square miles."

STATE AND FEDERAL

# 345 MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE. RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 15, 1930

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Vol. 10, No. 42

#### NEW JERSEY ANNOUNCES

PROGRAM FOR MARKETING INSTITUTE.

A New Jersey Farm Marketing Institute is to be held at New Brunswick, N.J., October 28 to 31, by the New Jersey Experiment Station, for the purpose of stimulating interest and action in the adoption of better methods of marketing New Jersey farm produce, A. G. Waller, experiment station economist and chairman of the Institute committee, has announced.

Speakers will include representatives from city markets, commission men who sell New Jersey produce, representatives of farmers' cooperative associations, roadside market operators, and representatives of farmers' purchasing associations, as well as representatives of the Federal Farm Board and the Bureau of Agricultural Economics.

Methods of marketing fruits and vegetables, and the extent to which they can be utilized, will be emphasized the first day of the Institute. The program will include discussions of roadside markets, auction markets, farmers' and city markets, shipping point sales, shipping on consignment, cooperative associations, farmers' capital organizations, and selling at the farm to hucksters. Marketing of poultry and eggs will be the feature on the second day; milk marketing methods will be considered the third day, and purchasing organizations will be discussed on the closing day of the session.

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### VIRGINIA MARKETS TO HAVE TOBACCO GRADING SERVICE.

The Federal-State tobacco grading service in Virginia this season will be available on the markets in Danville, South Boston, South Hill, Lynchburg, Farmville, and Petersburg, the Virginia Division of Markets has announced.

J. H. Meek, Director of the Virginia Division of Markets, reports that during the tobacco sales season of 1927-1928 (1927 crop) the Federal-State tobacco grading service was started on Virginia fire-cured tobacco on the Lynchburg market as an experiment. During that season 415,525 pounds of tobacco was graded. The following sales season 877,165 pounds of tobacco was graded on the Lynchburg market. For the sales season 1929-30 the service was extended to the South Hill and Farmville markets in Virginia in addition to the Lynchburg market, and also to markets in South Carolina, North Carolina, Kentucky and Tennessee, during which time approximately 11,000,000 pounds of tobacco was graded.

Mr. Meek says that extension of the service to additional markets in Virginia this year is in response to a State-wide demand.

#### FEDERAL GRADES ISSUED FOR CANNED PRODUCTS.

United States grades for canned tomatoes, canned corn (cream style), canned whole grain corn, and canned peas, under authority of the United States Warehouse Act, have been formally established by the United States Department of Agriculture, effective August 1, 1930. Copies of these grades, mimeographed, may be obtained from the Bureau of Agricultural Economics.

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#### ALABAMA ADOPTS FARM PROGRAM FOR STATE.

Fewer acres in cotton, improvement in the quality of cotton grown, and increased production of dairy products, poultry, and hogs, are the fundamentals in a State-wide farm program adopted at a recent meeting of Alabama leaders in agriculture, finance, and business, called by Governor Graves to consider the present farm situation in Alabama. Emphasis is also to be placed on low cost of production; the cooperative marketing of cotton and other products, and cooperative buying of fertilizer and other production products.

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#### NEW MEXICO REPORTS RESULTS OF CATTLE GRADING DEMONSTRATIONS.

Marked improvement in herds of range cattle in many parts of New Mexico was found in the fifth annual livestock grading demonstration tour recently held in that State, according to Dr. W. L. Black of the New Mexico Extension Service. Demonstrations in the grading of range beef cattle for market have been conducted in recent years in all parts of New Mexico.

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#### FARM BOARD FIELD MEN WORK ON COTTON ACREAGE ADJUSTMENT.

The Federal Farm Board announced on October 7 the appointment of Asbury F. Lever of Columbia, S.C.; Joseph O. Thomson of Tuskegee, Ala., and Arthur B. LaCour of New Orleans, La., as field representatives to be engaged in the next few months in working with colleges, extension services, and other agricultural agencies on acreage readjustments in the cotton belt. Other field representatives engaged in this work are M. C. Gay of Athens, Ga., and Charles H. Alvord of San Marcos, Texas.

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#### MAINE SETS GRADE CN APPLE JELLY.

A grade on jelly, the first to be established in New England, has been set by the Maine Department of Agriculture at the request of an orchard company at Bowdoinham, Maine. Apples unfit for market because of poor shape, size or color, yet perfectly sound, are used in the manufacture of jelly at this orchard.

### DRESSED POULTRY GRADE NAMES ARE CHANGED.

Changes in the terminology of the tentative United States standards and grades for dressed poultry have been announced by the Bureau of Agricultural Economics, following a conference with representatives of poultry packers, dealers, and retailers.

The new grade names are: U.S. Special, U.S. Prime, U.S. Choice, and U.S. Commercial. U.S. Special corresponds to the previous grade of U.S. Prime; U.S. Prime to the previous grade of U.S. Choice; U.S. Choice to the previous grade of U.S. Medium, and U.S. Commercial to the previous grade of U.S. Common. The new terminology will become effective October 16.

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### ROADSIDE STANDS USE NEW ENGLAND LABEL.

The Massachusetts Department of Agriculture has recently issued requirements to be met by roadside stands wishing to use the New England label sign developed for this purpose by the department. More than twenty applications for the use of the sign have been received by the department.

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### FARM MARKET EXPERTS TO REPORT FROM FOREIGN FIELDS.

The assignment of three additional farm-commodity specialists to the Foreign Agricultural Service of the Bureau of Agricultural Economics has been announced. These appointments are in connection with the general program for expanding the foreign service with a view to providing more adequate information for American farmers regarding world-wide production and market outlook.

E. C. Paxton will establish headquarters at Sidney, Australia, to report upon factors of competition and demand in Australia and New Zealand as they are likely to affect world price levels for agricultural products. He will also keep the bureau informed in regard to crop and livestock conditions and probable yields of the more important agricultural staples. Mr. Paxton was formerly in charge of the bureau's crop and livestock reporting work in Kansas.

Percy K. Norris, formerly in charge of cotton grade and staple work in Georgia, will make cotton-production surveys in Egypt and the Upper Sudan, and J. Barnard Gibbs, recently connected with the crop statistician's office in Missouri, has been assigned to the Danube Basin and will be attached to the bureau's office at Belgrade, Yugoslavia.

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### MISSISSIPPI HAS NEW DIRECTOR OF EXTENSION.

Lawrence A. Olson became director of extension work in Mississippi, September 1, succeeding R. S. Wilson. Mr. Olson has been connected with extension work in Mississippi since 1916. He is a graduate of Mississippi Agricultural and Mechanical College.

### AGRICULTURAL EXPORTS LOWEST IN TWENTY YEARS.

The smallest total volume of agricultural exports from the United States since 1910 is reported for the year ended June 30, 1930, by the Foreign Agricultural Service of the U.S. Department of Agriculture.

The combined index of exports of 44 commodities is placed at 97 for the last fiscal year, exports in the five-year period 1910-14 being used as a base of 100. The index of exports for the year ended June 30, 1929, was 117, the peak movement in the last twenty years being in 1918-19 when the index figure was 145.

The index of cotton exports is reported at 82 for last year, compared with 99 the preceding year; grains and grain products 130 last year, compared with 174 for the year ended June 30, 1929; cattle and meat products 104 last year, against 102 the preceding year; fruits 216, compared with 372 the preceding year.

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### TRENTON MARKETS DOING INCREASED BUSINESS.

Approximately \$455,000 worth of business in fruits and vegetables, eggs, and poultry was transacted on the municipal farmers' markets of Trenton, New Jersey, last year, according to the last annual report of Charles M. Woolley, Jr., marketing director.

Mr. Woolley says that truck gardeners and farmers are hauling produce to these markets from as far north as Great Meadows, distant 58 miles, and from as far south as Landisville, distant 60 miles. The volume of business transacted last year was an increase of approximately \$135,000 over 1928.

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### POULTRY STORAGE REPORTS TO BE IMPROVED.

Poultry packers and firms that store poultry are being asked by the Bureau of Agricultural Economics to cooperate with the bureau in the preparation of more complete monthly reports on the cold storage holdings of boultry.

Bureau officials declare that in the present reports too large a proportion of poultry holdings is reported as "miscellaneous poultry." This indefinite description covers all poultry that is not invoiced into storage as to class or grade. It is regarded as too general a description to be of practical value to the poultry industry.

Cold storage warehousemen have informed the bureau that because of the absence of class and weight marks on the boxes, and the custom of invoicing poultry put into storage as "dressed poultry," it is impossible for them at present to report it other than as "miscellaneous poultry." They say that if poultry packers would label the boxes, and firms that store poultry would invoice it into cold storage in accordance with the classes and weights marked on the boxes, it would be possible for them in their monthly reports to the bureau to report the correct weight for each class.

Bureau officials urge that poultry packers and firms that store poultry comply with the proposed practice.

### RUSSIAN AGRICULTURE TO INCREASE RAPIDLY, SAYS ECONOMIST.

It is a safe estimate that within the next two years the total area under crops in the Soviet Union will be increased by about 121.03 million acres, G. S. Gordeef, professor of agricultural economics, Timiriazev Agricultural Academy, Moscow, told delegates to the recent international conference of economists at Cornell University.

"This increase," Professor Gordeef said, "will be achieved without any great capital investments, inasmuch as the land to be utilized is perfectly accessible to cultivation. It is not at all unlikely that within the very near future the area under crops will be doubled, while that under pastures will be trabled.

"Among the factors that make this rapid growth possible should be listed, first, the abolition of private ownership and the nationalization of the land. This has made it possible to do away with boundary strips and to eliminate many obstacles which would have been otherwise unsurmountable. The collectivization movement abolished boundary lines and puts an end to petty ownership and small scale farming. It also permits the primitive technique of farming to be given up and the use of tractors, combines, and other modern machinery to be introduced.

"Another factor has been the importation on a large scale of agricultural machines and tractors from abroad, and the development of domestic production of agricultural equipment. The mechanization of agriculture has opened to cultivation enormous stretches of territory which had formerly not been utilizable."

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### FARM WAGES SHOW MARKED DECLINE.

Farm wages on October 1 were at the lowest level since January, 1923, because of poor crop prospects, farm products price declines, and the fact that the supply of farm hands is more than 40 per cent in excess of the demand, according to the Bureau of Agricultural Economics.

The bureau says that the excessive supply of farm hands "is a reflection of the continuance of the present extensive business depression which has scattered unemployed industrial workers throughout agricultural sections in search of a livelihood. The supply is in excess of the demand in all geographical sections, ranging from an excess of 24 per cent in the North Atlantic States to 49 per cent in the South Central States."

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#### LOUISIANA HAS FIRST BIG DAIRY PLANT.

Establishment of the first big plant in Louisiana for the manufacture of dairy products, is announced by the Louisiana Extension Service. The plant is at Ruston in the tick free parish of Lincoln. It is a \$200,000 enterprise. The Louisiana Extension Service says that this plant is a fore-runner of many that will come later, depending upon the success of tick eradication in the State.

#### GRAIN VALUES DEPEND CN MOISTURE CONTENT.

The market value of grain depends to a large extent on its moisture content, and damp or wet grain must be dried in some manner before it can be safely stored or shipped, says the United States Department of Agriculture in Circular 127, entitled "Grain Drying At a Country Elevator," just issued. This circular describes a series of experiments with a small commercial grain drier in North Dakota to determine some of the factors involved in artificial drying of grain.

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#### PUBLICATIONS (B.A.E. Mimeographs)

"Marketing Western New York Cabbage, 1929-30 Season," by J. P. Klein and A. L. Thomas.

"Marketing Idaho Potatoes, 1929-30 Season," by L. C. Tate.

"Marketing Michigan Onions, 1929-30 Season," by R. H. Shoemaker.

"Marketing Michigan Potatoes, 1929-30 Season," by R. H. Shoemaker.

"Marketing Maine Potatoes, 1929-30 Season," by H. E. Rutland.

"Development of Federal Standards for the Certification of Farm Products in the United States, "address by Nils A. Olsen at the International Conference of Agricultural Economists, Cornell University.

"Transportation of Farm Products," by Caroline B. Sherman, for presentation at the Inter-American Conference on Agriculture, Forestry, and Animal Industry, at Washington, D. C.

"The Tobacco Grading Service - What it is; how it operates; how it benefits the growers."

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"Farm Bulk Storage for Small Grains," Farmers' Bulletin 1636, by the U. S. Department of Agriculture.

"Economic Status of Drainage Districts in the South in 1926," Technical Bulletin 194, issued by the U. S. Department of Agriculture.

"The Canning Quality of Certain Commercially Important Eastern Peaches," Technical Bulletin 196, issued by the U.S. Department of Agriculture.

"Construction and Pacing of an Egg Case," Leaflet 64, issued by the U. S. Department of Agriculture.

"Cooperative Marketing and Purchasing, 1920-30," Circular 121, issued by the U. S. Department of Agriculture.

STATE AND FEDERAL

## MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

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October 22, 1930

Vol. 10, No. 43

NATIONAL ASSOCIATION OF AGRICULTURAL COMMISSIONERS
HOLD THIRTEENTH ANNUAL CONVENTION

Thirty States Represented at Meeting Which Stresses Cooperation with Federal Departments

Cooperative relations by means of committees between State Departments of Agriculture, the United States Department of Agriculture, and the Federal Farm Board were emphasized at the Thirteenth Annual Convention of the National Association of Commissioners, Secretaries and Departments of Agriculture, held at Washington, D.C., October 20, 21, and 22. Thirty States were represented at the convention.

Resolutions dealing with cooperative relations were passed that the President of the Association appoint a standing committee of five to collaborate with a similar committee to be appointed by Secretary Hyde, and the Federal Farm Board, to consider all matters of mutual interest, as occasion may require. It was resolved, also, that there be established a special committee of three members of the Association to consider generally the matter of quarantines and to report from time to time their conclusions and recommendations.

The President of the Association was directed to appoint a committee of five to cooperate with the United States Department of Agriculture and others in preparing a bill for presentation to Congress providing for drought relief. In other resolutions, the Association "heartily endorsed the present system and methods used by the United States Department of Agriculture in issuing its monthly crop report releases"; pledged to the Federal Farm Board its "whole-hearted cooperation in furthering the Board's efforts to advance the interests of agriculture," and affirmed its "support of the principle that the administration of the dairy laws be entrusted to the Department of Agriculture in each State, as these departments have a fundamental understanding of the economic background of the dairy industry."

#### Cooperation Between Colleges and State Departments

Andrew L. Felker, President of the Association, in his opening address stressed the wide scope of activities of State Departments of Agriculture, and proposed uniformity of certain State laws looking toward a lowering of operating costs of the State Departments. He said that recommendations have been quite generally adopted looking toward a clearer line of demarkation between the service rendered by the Agricultural College Extension Departments and State Departments of Agriculture. "Not all colleges, however," he declared, "have given up all police powers, neither have all State Departments given up all educational activities. I fail to see wherein a college of agriculture need function as a police official in inspection service,

or a state department direct or conduct a purely agricultural educational enterprise."

Following the President's address, reports were submitted by groups of States on the present economic status of farmers. The National Drought Program was discussed by Secretary McLaughlin of Nebraska, resulting in a resolution that a bill be presented to Congress on the question of drought relief. National radio problems in agriculture were discussed by Director Hecke of California, in which Director Hecke advocated the use of short waves for broadcasting market news. Crop report releases were discussed by Secretary Mayes of Missouri, and the subject of National farmers' outlook conferences by Secretary Duryee of New Jersey.

Resolutions for the appointment of committees to cooperate with the Federal Department of Agriculture were the result of a discussion by Director Hecke of California on relationship between State and Federal Departments, and a session for round table discussions with Chiefs of Bureaus of the Federal Department. A conference was also held with officials of the Federal Farm Board, dealing with the relationships between the State Department and that body.

#### National Association Helpful in Service

President Felker reviewed briefly the history of the Association, organized in 1915 as a result of the war-time emergency in agriculture. Since then, he said, "fifteen years of helpful cooperative service has been rendered by the Association. Each member has a better understanding and knowledge of the agriculture of each State. State problems peculiar to our business have been and I trust may continue to be better known and more sympathetically understood because of these annual personal contacts."

Representation at the convention included the States of Alabama, Arkansas, California, Connecticut, Delaware, Florida, Georgia, Indiana, Iowa, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Hampshire, New York, North Carolina, Oklahoma, Rhode Island, Tennessee, Vermont, Virginia, West Virginia, and Wisconsin.

Officers elected for the ensuing year are: Mark G. Thornburg of Iowa, as President; Harry D. Wilson of Louisiana, as Vice-President, and Dr. A. W. Gilbert of Massachusetts, as Secretary-Treasurer.

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### MODERN MEAT MERCHANDISING METHODS ARE APPROVED.

The packaging of cuts of meat which is "in conformity with modern merchandising" is an important current trend in the meat industry, Dr. John R. Mohler of the United States Department of Agriculture, declared at the Institute of American Meat Packers meeting in Chicago, October 22.

Dr. Mohler emphasized particularly "the convenience of the consumer," and commented that often the time of the purchaser represents a part of his expenditure, and that "the time required to purchase meat over the counter" is greater than for most foods.

"The butcher of the future," he suggested, "may occupy a position similar to that of a chef in a restaurant and clerks may be comparable to waiters who will handle packages of meat instead of dishes of food." With mcdern refrigeration, he said, much meat cutting could be done in advance of rush periods.

### CENTRAL STATES SUGGEST IMPROVEMENTS IN OUTLOCK WOFK.

The dissemination of economic information in the central states has been developed to the point where a very great need is apparent for additional production and marketing facts from research sources, according to the committee on agricultural outlook at the Ames, Iowa, conference of extension economists of the central states, September 25-27.

The committee said that the need for more economic information is particularly true of the data relating to separate states and to the region, in such items as safe farm adjustments, substitute uses for land, marketing costs, production costs, domestic and foreign competition, production and price cycles in foreign countries, and probable consumptive demand. The committee declared that the dissemination of outlook information is a continuous need in farm production and farm marketing and that it must be extended in a form and a manner that it may readily be applied to specific problems of producers. The committee recommended that the production specialists in the important commodities in the various states be trained, in so far as possible, in the farm economics background as it relates to farm organization, cost of production, market trends and prices, and essential farm adjustments.

Extension economists at both the Ames, Iowa, regional conference, and the conference at Washington, D. C., September 18-20, for the Appalachian region, approved the plan of holding regional conferences of state extension economists, and recommended that similar conferences be held next year. A regional outlook conference for the southern states is to be held at Atlanta, Georgia, November 10 to 14, at which representatives of the extension services and agricultural colleges of the thirteen southern states, the Federal Department of Agriculture, the Federal Farm Board, and other government institutions will be present.

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### IDAHO COMPLETES STUDY OF BEEF STEER PRICES.

The results of a study of beef steer prices, intended to give producers a method for anticipating future trends in prices, have been made available by the University of Idaho in Bulletin 172, entitled "Steer Prices in Relation to Idaho Eeef Producers' Problems," just issued.

The publication analyses long time trends in beef steer prices, monthly prices since 1900, and the relation of mid-west corn and Idaho hay prices to the beef market. Relation of Chicago prices to those at Portland are considered in the light of their influence on Idaho conditions.

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### MAFKET NEWS SERVICE ON COTTON LINTERS.

Establishment of a market news service on cotton linters has been announced by the Bureau of Agricultural Economics. The reports, to be issued weekly by the bureau, will cover quotations at Dallas, Charlotte, Memphis, New York, Little Rock, and Atlanta. Quotations will be based on the official standards for grade and character of linters established by the United States Department of Agriculture.

### PRODUCE INSPECTION APPEALS ARE INCREASING.

The number of requests for appeal inspections on carlots of produce certified at shipping-points has shown an appreciable increase during July, August and September over the same months last year, according to the Food Products Inspection Service of the Bureau of Agricultural Economics.

The increase in number of appeals is attributed to the fact that in view of the Perishable Agricultural Commodities Act, receivers desire to protect themselves on purchases, where there is possibility of disagreement between buyer and seller as to quality or condition. Many requests for inspection are also being received from territory where that has been little or no interest in inspection heretofore.

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### WASHINGTON REPORTS LARGE VOLUME OF PRODUCE INSPECTIONS.

A total of 35,100 shipping point inspections in the State of Washington is reported for the year ended June 30, 1930. There were 25,957 inspections on apples; 3,412 inspections on potatoes; 1,737 inspections on pears, and 1,128 inspections on lettuce. Inspections covered a total of 31 commodities.

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### VIRGINIA POTATO INDUSTRY IS SUBJECT OF SURVEY.

A financial and farm-management survey of the potato industry in Northampton and Accomac Counties, Virginia, is in progress as part of the effort of the Bureau of Agricultural Economics to prevent excessive expansion or contraction of production in the early-potato industry.

Two hundred forty growers, 50 dealers, and 15 bankers on the Eastern Shore are cooperating in the survey by furnishing data on financial phases of the industry, to determine the relationship of farm practice and credit practice to the production and marketing of potatoes.

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### RETAIL FOOD PRICES ARE DOWN TEN PERCENT.

Retail food prices in the United States were approximately 9 1/2 percent below those of a year ago, on September 15, according to the Bureau of Labor Statistics. The bureau's weighted index numbers, with average prices in 1913 as 100, were 145.6 for September 15, this year, 143.7 for August 15, and 160.8 for September 15 a year ago.

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COLD STORAGE HOLDINGS of creamery butter, poultry, meats, and lard on October 1 were less than holdings on October 1 a year ago, and below the average holdings on that date for the past five years, according to the Bureau of Agricultural Economics. Stocks of creamery butter, October 1, were 130,753,000 pounds against 158,541,000 pounds a year ago, and a five-year average of 134,704,000 pounds on that date.

### VIRGINIA DEALER FINED FOR PRODUCE ACT VIOLATION.

A produce dealer in Virginia, who sent a shipper a check for \$250, in return for a car of bulk oranges, when in fact the net proceeds were found to be more than that amount, was fined recently in the United States Court for the Eastern District of Virginia, a sum of \$250, and was also directed to pay the shipper \$463, the additional sum due plus interest, a total amount of \$713. The court further stipulated that the fine and further amount due be paid by November 4 or proper jail sentence would be imposed.

In another case coming under the Produce Agency Act the proprietor of a brokerage company in a northern Alabama city plead guilty in that the defendant had received a carload of Irish potatoes on consignment but had failed to make any return to the shipper, notwithstanding the fact that the net proceeds amounted to something more than \$200. The court imposed a minimum fine of \$100.

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### TURKEY CROP IS SLIGHTLY SMALLER THIS YEAR.

This year's turkey crop is about 3 per cent smaller than that of last year, but larger than either the 1928 or 1927 crops, according to the Bureau of Agricultural Economics. A decrease of about 10 per cent is reported for states from the Dakotas to Texas and westward; increases which tended to offset the decreases in this area were mostly in the East Central States. The bureau reports that in general, the dry, hot weather of the past season was exceptionally favorable for raising young turkeys. Of the total crop, it is expected that 51 per cent will be ready for the Thanksgiving market, 38 per cent for the Christmas market, and that about 11 per cent will be marketed later.

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### SOUTH CAROLINA COTTON CO-OP. GETS FARM BOARD ECONOMIST.

J. S. Hathcock, senior economist of the Federal Farm Board has resigned that position to become general manager of the South Carolina Cotton Growers' Cooperative Association. Mr. Hathcock was in charge of the cotton section of the division of co-operative marketing in the Federal Farm Board, and for four years prior to that connection was in the Bureau of Agricultural Economics.

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### COTTON IMPROVEMENT WORK IS LAUNCHED IN SOUTH.

J. A. Shanklin of the Federal Bureau of Plant Industry has been delegated to make a cooperative field study of cotton production in organized communities in the Southeastern States, with special attention to the economic and sociological phases. The object of the study, conducted in cooperation with the Bureau of Agricultural Economics, is to determine the advantages to cotton growers from "one-variety communities," and to develop methods of adapting this system of production to sections of the Cotton Belt in which local conditions vary.

#### CREDIT AGENCIES TO MEET EMERGENCY IN DROUGHT AREAS.

Agricultural credit associations, formed at the suggestion of bankers from the drought areas who met with President Hoover the latter part of August, are beginning to function in some of the states, Dr. C. W. Warburton, secretary of the Federal drought relief committee, has announced.

The Maryland Drought-relief Corporation was organized recently with authority to issue and sell 50,000 shares of stock at \$10 a share; the purpose is to lend money to farmers in the State who are not in a position to give security for loans.

The Southwest Arkansas Credit Corporation, capitalized at \$500,000, is reported by Dr. Warburton to be preparing to help farmers in Arkansas.

The Department of Agriculture has allotted \$600,000 to states in the drought area for Federal seed loans, and \$169,943 of this amount has been loaned to date.

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#### "TRUTH IN MEATS" SERVICE INCREASING.

Increasing use of the beef grading and stamping service in New York, Boston, Philadelphia, Washington, Chicago, Kansas City, Mo., Topeka, and Omaha is reported by W. C. Davis, marketing specialist in immediate charge of this service in the Bureau of Agricultural Economics. As yet, only the classes steer and heifer beef and the grades Prime, Choice, Good, and Medium are used, but this list may be increased to include the lower grades.

The origin of the grading and stamping work, its progress, and its present practical use are outlined by Mr. Davis in Leaflet 67, entitled "Beef Grading and Stamping Service," just issued by the U. S. Department of Agriculture.

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#### COMMISSION MERCHANTS LAW REGULATIONS AVAILABLE.

Printed rules and regulations of the Secretary of Agriculture for carrying out the provisions of the Perishable Agricultural Commodities Act, popularly known as the "Commission Merchants Licensing Law" may now be obtained from the U.S. Department of Agriculture, Washington, D.C. The regulations include a statement on departmental interpretation and construction of the Act.

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#### TOBACCO INSPECTION AND GRADING COVERED IN REGULATIONS.

Regulations of the Secretary of Agriculture governing the inspection, grading, and certification of tobacco, effective August 1, 1930, have been printed by the U. S. Department of Agriculture. Copies may be obtained from that department.

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## MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BURE U OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C. U. S. Department of Agriculture

October 29, 1930

Vol. 10, No. 44

NEW JERSEY PRODUCE
DEALERS ARE LICENSED.

Three hundred fifty produce dealers, commission merchants and brokers who buy fresh fruits and vegetables from New Jersey farmers have procured licenses under the New Jersey law, effective July 1 last, which provides that unless a buyer pays cash for purchases, he must furnish a bond and procure a license from the New Jersey Department of Agriculture. The penalty for failure to comply with the law is a fine of not less than \$100 nor more than \$500. The law is designed to protect growers from unscrupulous dealers.

Frequently farmers give credit or accept checks for large amounts of produce, says the New Jersey Department of Agriculture in explaining the reasons for the law. If the checks prove worthless or the dealers refuse to make their credit good, the farmers are likely to lose considerable sums of money when the dealers are not licensed. Although the licensing and bonding law does not insure farmers against losses even when dealing with licensed merchants because a bond may not be large enough to cover a dealer's debts, collection of debts, says the department, ordinarily is simplified when the dealers are bonded.

The New Jersey Department of Agriculture recently brought several dealers to account for violating the law and preparations are being made to file suits against other dealers who have violated. The department cites a case where a licensed dealer owed \$200 to a farmer who was unable to obtain a settlement. Two days after the farmer had brought the matter to the attention of the department, the grower received a check in full settlement of the claim.

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### ILLINOIS FARMERS INCREASE PRODUCTION EFFICIENCY.

Illinois farmers, within fifteen years, have speeded up their efficiency so that today they are producing larger yields of corn, oats and wheat with fully 35 per cent less man labor and 50 per cent less use of horses than in the year 1915, the Farm Management Department of the Illinois College of Agriculture has announced.

Whereas in 1913, 1914, and 1915, it cost Illinois farmers 18 hours of man labor and 42 hours of horse labor to grow an acre of corn, they now use only 11 man hours and 26 horse hours. An acre of oats that took 10 man hours and 18 horse hours fifteen years ago is now being grown with 6 man hours and 10 horse hours. Man labor in wheat growing has been cut from 16 1/2 hours an acre before the war to 10 hours now. while horse labor has been reduced from 33 hours before the war to 18 hours during recent years.

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#### NEW YORK COMPILLING RECORDS OF OLD PRICES.

Farmers and others in New York State who have old records of prices, particularly for farm supplies such as fertilizers, seeds, spray materials and machinery, are being asked to submit such records to New York State College of Agriculture for use in a study of agricultural prices. The college especially wants records from early colonial times up to 1910.

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### PENNSYLVANIA CERTIFYING TOMATO SEED IN NEW SERVICE.

The Pennsylvania Department of Agriculture has inaugurated a certification service on tomato seed. Approximately 300 acres were entered for certification this year, of which a total of 55.5 acres were finally passed. The department has announced that the tomato fields certified this season showed very lettle disease and were uniform and true to varietal type.

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### NEW MEXICO FINDS IMPORTED COTTON SEED UNSATISFACTORY.

Considerable dissatisfaction among farmers who planted during the present year so-called certified cotton seed imported from Texas is reported by the New Mexico Agricultural College. Farmers and ginners say that most of the cotton is not giving the turn out that was expected early in the season. Farmers who believed they were getting something earlier by planting the so-called cluster type of cotton, found they were sacrificing yield by getting a few early bolls.

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#### CALIFORNIA HAS NEW METHOD FOR MAKING BUTTERMILK.

Buttermilk, manufactured from fresh skim milk and cream, is reported as the result of an experiment by the California College of Agriculture. The college announces that a satisfactory product has been made from pasteurized skim milk, to which cream is added and the mixture churned to form butter particles, resembling natural buttermilk. The University Farm Creamery has supplied the new product to dairy plants in several towns in the State.

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### FARM STORAGE OF GRAINS SAID TO AID MARKETING.

The increasing use of the combine harvester and other factors have created a need for increased form-storage facilities for small grain, says the United States Department of Agriculture, in a report of recent studies in this field, and published as Farmers' Bulletin 1636, entitled "Farm Bulk Storage for Small Grains". The bulletin describes in detail the types of storage adapted to different conditions.

### DROUGHT AID DEVELOPMENTS REVIEWED BY DR. WARBURTON.

The decision by many railroads to extend from October 31 to November 31 the time for making emergency shipments of feed and livestock at reduced rates was the most encouraging development in the drought relief program during the past week, Dr. C. W. Warburton, secretary of the Federal Drought Relief Committee, announced October 27.

Dr. Warburton reports that already, farmers of Tennessee have bought 1,000 cars of feed, on which the savings in freight rates amounted to \$50 a car, and that one county in Virginia has reported an estimated saving of \$55,000. Fifty-eight Virginia counties have reported a saving of about \$630,000. There are now 1,016 counties on the list of counties eligible for the reduced rates.

Dr. Warburton says that "the food situation will probably be rather serious in some of the States. Jackson County, West Virginia, reports that two families out of every five will not have sufficient food for the winter. Arkansas reports about 7 bushels of sweet potatoes and 8 gallons of surghum to the farm family. A program has been organized to bring to the attention of those in the drought areas the foods which will prevent nutritional diseases, and it will be urged that these foods be made available in every community at prices that persons in the drought areas can afford to pay."

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### PENNSYLVANIA TO HOLD COOPERATIVE CONFERENCE.

The Fifth Annual Cooperative Conference to be held by the Pennsylvania Division of Agricultural Extension will be in session November 20 to November 22.

Discussions will be held on the subjects of credit extension and collections, federated buying, milk marketing organization and membership, and similar cooperative marketing and cooperative buying topics. Charles Wilson, member of the Federal Farm Board, will describe the present plans of the Federal Farm Board for cooperatives in the northeastern states.

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### NEW YORK FINDS FEW CONSUMERS KNOW EGG GRADES.

Although the sales of eggs in retail stores of some of the large cities run as high as eight to fouteeen per cent of the total sales value of all merchandise, Professor H. E. Botsford of the New York College of Agriculture learned from surveys in New York City, Newark, Boston, Washington, D. C., and Chicago, that a majority of consumers do not know that eggs can be divided into grades, the New York College of Agriculture has announced.

Consumers believe, it is reported, that there are perhaps three kinds of eggs; fresh eggs, storage eggs, and rotten eggs. In New York State all retailers are required by law not only to sell eggs by the New York State grades but to have the eggs labeled with the grade.

#### NEW JERSEY IS STUDYING FARM TAXATION PROGRAM.

A committee appointed by the New Jersey State Board of Agriculture is making a survey of the farm taxation situation in that State, in an effort to iron out inequalities in the taxing system. Upon completion of the survey, the information secured will be assembled by the New Jersey Department of Agriculture and presented to the State Legislature in the form of a report.

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### ILLINOIS SAYS MACHANICAL CORN PICKING COSTS TO INCREASE.

Mechanical corn pickers, a comparatively new harvesting invention, will show a higher cost a bushel for harvesting corn this year than was the case in 1928 and 1929, according to studies made by the Farm Management Department of the Illinois College of Agriculture. On the other hand, hand huskers are being hired for less money this year than in either 1928 or 1929. Harvesting costs with mechanical pickers will be high owing to low yields, it is reported.

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### BRITISH COLUMBIA STUDIES COSTS OF PRODUCTION.

The British Columbia Department of Agriculture has announced that alfalfa cost \$33.98 per acre to produce, gave a yield of 3.8 tons which, at \$20 a ton, amounted to \$76, and showed a profit of \$42.02 per acre during the past season. Potatoes cost \$178.10 per acre to grow, gave a yield of 8.13 tons valued at \$332, and showed a profit of \$153.90 per acre.

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### FEWER CATTLE IN PENNSYLVANIA FEED LOTS.

One of the aftermaths of the summer drought, says the Pennsylvania Department of Agriculture, is the empty or half-filled feed lot in the principal cattle feeding sections of Pennsylvania this fall.

"If the present trend continues, there will be around 60 per cent fewer cattle fed and available for marketing here next year," the department concludes.

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### MARKETING SPECIALISTS ASSIGNED TO ARGENTINA AND JAPAN.

The appointment of E. S. Ray as American agricultural commissioner in Argentina, Charles L. Luedtke as assistant agricultural commissioner in Argentina, and Fred Taylor as principal cotton specialist in Japan has been announced by the Bureau of Agricultural Economics in connection with the expansion of the Foreign Agricultural Service.

UNQUALIFIED CONTRACT TO DELIVER FRUIT IS ENFORCEABLE NOTWITHSTANDING WEATHER CONDITIONS.

Bowers v. Dr. P. Phillips Co., Supreme Court of Florida, August, 1930, (129 So. 850)

Action by Dr. P. Phillips against J. H. Bowers. In the court below, judgement was for the plaintiff, Phillips. Upon appeal, judgment was affirmed.

The parties to this action entered into a contract for the purchase and sale of grapefruit. The contract provided in effect that Bowers. agreed to deliver to the Phillips Company 5,000 boxes of grapefruit for \$7,500; \$1,000 to be paid upon signing the contract, \$1,000 at a subsequent date, and the balance when the fruit was picked. The two payments mentioned were made, but thereafter the fruit did not mature and was rendered valueless by reason of a freeze. The seller did not deliver the 5,000 boxes called for by the contract, and the Phillips Company sued to recover the \$2,000 paid, also \$2,500 for expected profits and \$500 for expenses in advertising.

According to the court, the only action necessary for it to determine was whether under the terms of the contract the plaintiff was entitled to recover the money which he had paid to the defendant. The contract also stipulated that should the fruit not be taken by the buyer, the \$1,000 received upon execution of the contract should be forfeited to the grower as his sole liquidated damages.

In the opinion, reference is made to the fact that Bowers bound himself to deliver 5,000 boxes of grapefruit and that it must be construed that these grapefruit were to be delivered during the fruit shipping season, but that for causes not within the controll of the plaintiff the particular fruit contracted for was destroyed and could not be delivered and that defendant did not deliver any other fruit in lieu thereof, but that he failed and refused to deliver 5,000 boxes of merchantable grapefruit.

Continuing the court said:

"It is insisted by counsel for the plaintiff in error that this case is of unusual importance to the citrus industry of Florida, and it may be, but it is chiefly important in that it shows the necessity for care which should be exercised by a grower in making and entering into contracts. The grower cannot expect the courts to make his contracts for him. He must expect to be bound by the contract which he makes, just as must every other individual transacting business, and if he makes a contract obligating himself to deliver so much fruit for a stipulated sum of money and receives a cash payment in consideration of the execution of such contract, he must deliver the fruit, or at least

return the money so received. It is quite an easy matter for him to so frame the contracts as to have the buyer assume the risk of any loss or damage to the fruit if such is the intention of the parties when the contract was made."

- H. F. Fitts.

### NEWS SERVICE ON DIRECT MARKETING OF HOGS ESTABLISHED.

Daily reports covering direct purchases and sales of hogs at 22 concentration yards in central Iowa and at 5 packing plants in Iowa and southern Minnesota are now being issued from the Des Moines office of the Bureau of Agricultural Economics. The reports are available to hog producers and the trade in a form which permits comparisons with sales at all the leading public markets.

Reports of direct purchases in the territory covered are based on sales of hogs received by truck and also by rail from nearby stations. Sales of hogs received by rail from more distant points are included if the hogs are fed and watered before weighing. Hogs that have been in transit and off feed for some hours and are then weighed without feed or water usualsell from 10 to 25 cents, and in instances more, above the prices quoted in the Federal reports.

Quotations at the concentration yards and packing plants are usually made up daily by 10 a.m., and released to the press at 11.15 a.m. to be flashed to points in Iowa and adjoining States over press association wires. A complete report of the day's activities is prepared at about 1.30 p.m. The work is under the supervision of W. O. Fraser, for several years the department's hog market reporter at the Union Stock Yards, Chicago.

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### REPORTS ON STUDY OF CORN FUTURES TRADING.

The results of a study of trading in corn futures have just been published by the United States Department of Agriculture as Technical Bulletin 199, entitled "Trading in Corn Futures". The author is G. Wright Hoffman, consulting grain economist, Grain Futures Administration.

The report deals with corn supplies and prices in recent years, the volume of trading in corn futures, deliveries in relation to price, transactions of special groups of traders, the importance of outstanding speculative accounts, and other technical aspects of future trading in this commodity.

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"ROADSIDE MARKETS" by Caroline B. Sherman, associate agricultural economist is the title of leaflet 68 just issued by the United States Department of Agriculture.

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## MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C. U. S. Department of Agriculture.

November 5, 1930

Vol. 10; No. 45

NATIONAL ASSOCIATION OF MARKETING OFFICIALS
TO MEET AT CHICAGO, DECEMBER 1-3.

Program Includes Prominent Speakers and Discussions on Current Agricultural Developments.

Agricultural economic developments and problems in marketing technique will be discussed by representatives of the agricultural industry, Federal and State economists and marketing specialists at the Twelfth Annual Meeting of the National Association of Marketing Officials to be held at Chicago, Illinois, December 1, 2, and 3.

Chairman Legge of the Federal Farm Board will be the principal speaker in a session given over to a discussion of the progress of the work of the Federal Farm Board. James C. Stone, Vice-Chairman of the Federal Farm Board will discuss the progress that has been made in tobacco and cotton organization. The marketing work of the Farmers' National Grain Corporation will be described by George S. Milnor, General Manager, Farmers' National Grain Corporation; the national dairy and poultry marketing programs by W. F. Schilling of the Federal Farm Board, and the program of the National Livestock Marketing Association by a representative of that group.

The national fruit and vegetable programs of the Federal Farm Board will be described by A. W. McKay of the Division of Cooperative Marketing of the Board. Nils A. Olsen, Chief, Bureau of Agricultural Economics will tell during this session of the teamwork between that bureau and the Federal Farm Board; Dr. C. W. Warburton, Director of Extension Work, United States Department of Agriculture will discuss the coordination of extension workers in the activities of the Farm Board, and C. H. Lane, Director, Federal Board for Vocational Agriculture, will describe the cooperation of vocational agricultural workers with the Federal Farm Board.

Following the opening address of the President of the National Association, C. W. Waid of the Ohio Bureau of Markets, there will be addresses on the development of auction block systems of selling agricultural commodities, by W. W. Oley of the New Jersey Bureau of Markets; keeping up-to-date on current marketing research, by F. L. Thomsen of the University of Missouri, and protecting roadside markets, by C. E. Durst, Secretary, National Horticultural Council. Future trading in perishables and semi-perishables will be the subject of a talk by Lloyd S. Tenney of Chicago; the grape production control plan by H. J. Eustace, California Division of Markets; produce terminal developments, by H. E. Powell, Chairman, Committee on City Markets, Michigan, and the National Cooperative Council, by Robin Hood, Chairman of the Association committee on cooperative marketing.

The world wheat situation will be analyzed by Dr. O. C. Stine of the Bureau of Agricultural Economics. Other speakers will include W. F. Heppe,

Manager. the Colorado Potato Growers Exchange; F. M. Simpson of Swift & Company, who will talk on the package plan of marketing meat; S. B. Shaw of the Maryland Department of Markets on the question of whether Federal-State shipping point inspection can be standardized; and C. W. Kitchen of the Bureau of Agricultural Economics who will describe the operation of the Perishable Agricultural Commodity Act.

Committee reports will be rendered by the chairmen of committees on sales and consignments, market reporting, crop and livestock estimates, transportation, and legislation.

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### PENNSYLVANIA HAS INSPECTORS AT APPLE CANNERIES.

Approximately 1,000,000 bushels of bulk apples bought by canneries in Pennsylvania will be inspected for grade by the ten State inspectors located at canneries this season, the Pennsylvania Bureau of Markets has announced.

The bureau says that the old system of placing a flat price on the fruit while it is still on the trees appears to have been relegated to the past in favor of the new plan where purchases are made on the basis of Federal grades. It is believed also that placing the apple industry on a basis where a grower receives pay for his fruit in accordance with its quality will do much to improve the cultural methods used in Pennsylvania orchards.

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### CORNELL MAN TO STUDY PORTO RICO COOPERATIVES FOR FARM BOARD.

Dr. W. I. Myers of the Department of Agricultural Economics at Cornell University has been engaged temporarily to make a survey of the agricultural marketing problems and of cooperative marketing organization in Porto Rico, for the Federal Farm Board. Dr. Myers will spend the latter half of November and the early part of December in Porto Rico where he will confer with agricultural leaders and officials of cooperative organizations and acquaint them with the policies and program of the Federal Farm Board.

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### CAUTIONS AGAINST GLUTTING CHRISTMAS TREE MARKET.

Farmers are being urged by the United States Forest Service to find a market with a responsible buyer before doing any heavy cutting of Christmas trees, the caution being given as a result of experience of farmers in various localities in past years when thousands of fine trees had to be consigned to the dump because of glutted markets.

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"ELEMENTS OF COOPERATIVE MARKETING" is the title of a leaflet by Geo.

O. Gatlin, Extension Economist, just issued as Extension Bulletin 429 by the Oregon Extension Service, Corvallis, Oregon. The leaflet details the essential principles of cooperative marketing, factors contributing to success, and factors contributing to failure.

#### NEW JERSEY REPORTS CN YEAR'S MARKETING WORK.

"A notable achievement of cooperation between producers and the Department of Agriculture in the past five years is recorded in the concentration of graded products at definite points," says Secretary William B. Duryee of the New Jersey Department of Agriculture, in a chapter on marketing progress, in his annual report to Governor Larson of New Jersey, covering the past year.

"According to the auction market system," Secretary Duryee says, "producers can take their products to a central point, where buyers can purchase them on the open market. The volume of business done last year on six fruit and produce markets with which the department cooperates totaled more than two million dollars. New Jersey's cooperative markets have attracted state and nation-wide attention and the results attained have been so satisfactory as to insure the further development of this project.

"Definite progress has been attained in milk marketing, resulting in a greater realization of the importance of producing and distributing high quality milk, both within the State and in large consuming centers nearby. Two organizations have been established as a means of coordinating this work. One is the New Jersey Milk Conference Board, which is composed of representatives of all dairy interests in the State, and the other is the New Jersey State Dairy Committee, which is composed entirely of producers' representatives.

"The milk marketing work has resulted in the consolidation of dairy interests and is bearing fruit in the development of grades of milk confined to production within the State and surrounded by such safeguards as will assure consumers of milk of high standards of purity and safety.

"Another outstanding development of the department's marketing work has been the establishment of grades for practically all fruits and vegetables. These commodity grades have been prepared on the basis of Federal grades to assure uniformity so far as that is possible. Together with inspections at shipping points based on the grade standards they have resulted in a more stabilized distribution system and have established confidence between producer and buyer."

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### COARSE GRAIN COMMODITY COMMITTEE TO MEET.

The Coarse Grain Advisory Commodity Committee will meet soon at Washington, D.C., at the invitation of the Federal Farm Board. The occasion for the meeting is that considerable correspondence has been received by the Board relative to the importation of corn and other coarse grains at prices considerably below the market level in this country, less the tariff. This material will be turned over to the Advisory Committee, together with all other available information on the production and marketing of grain other than wheat.

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"AMERICAN CHEESE FACTORIES IN WISCONSIN" is the title of Research Bulletin 100, just issued by the University of Wisconsin, Madison, Wisconsin.

### NEW FNGLAND TO SURVEY NEED FOR INSPECTION SERVICE.

A committee was appointed at the October 27 meeting of the New England Association of Marketing Officials, to investigate the need for a New England-wide inspection service and present the results of this survey to the Agricultural Committee of the New England Council at its annual conference meeting.

The question of setting a 23 oz. minimum for top egg grades was discussed at the meeting of the marketing officials. Representatives from Connecticut said that eggs are being graded into three sizes in that State, and that having a third grade, better prices are obtained for the second grade. The three grades are: 23 oz. and up, 20-22 oz., second grade, and below 20 oz., third grade. Changes in New England egg grades will be discussed at meetings during the winter, following conferences with local poultrymen.

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### MICHIGAN TO HAVE BEAN INSPECTION AND MARKET NEWS.

Establishment of a branch office at Lansing, Michigan, in connection with its bean standardization and inspection work and bean market-news service, has been announced by the Bureau of Agricultural Economics. Howard Kittle, for the past five years connected with the commercial bean industry, will be in charge of the office.

Bureau officials report a growing demand for Federal inspection of beans produced in Michigan. The Lansing office will serve as a nucleus for organizing this service in the State. Inspections, for the present, will be made only at Lansing and nearby points. The service will be extended to other shipping points in the State as the demand develops, and inspectors at these points will be under the supervision of the Lansing office.

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### MARKETING LIVESTOCK BY TRUCK INCREASING.

Livestock arriving at the South St. Paul market by truck in 1929 amounted to 16.7 per cent of all animals received, according to a survey by the division of farm management and agricultural economics at Minnesota University. Last year 125,637 cattle, 181,151 calves, 488,643 hogs and 113,082 sheep were shipped by truck to South St. Paul. In the year 1925, 6.4 per cent of the receipts were trucked in, and in 1920 only 1.2 per cent were received in trucks. Many loads now come from distances up to 100 miles, but 94 per cent of all truck loads arriving in 1929 came from within a radius of 75 miles.

Preliminary analysis of the motor trucking situation indicates that producers living within 35 miles of the South St. Paul market will find it advantageous to ship by truck; outside of this area, much depends upon local conditions. The rates of insurance against losses in transit are slightly lower for truck shipments than for rail shipments on distances up to 100 miles. On the other hand, the terminal market charges of yardage and commission are higher for trucked—in livestock.

### FARM SITUATION AFFECTED BY BUSINESS DEPRESSION.

The general agricultural situation this fall continues to be influenced by the business depression and by the world-wide decline in the commodity price level, says the Bureau of Agricultural Economics in its November 1 report on the farm situation.

"Prices of farm products in August were at the lowest level since March, 1916," says the bureau, adding that, "as usual, the prices of farm products at the farm have fallen faster and farther than the general price level or the prices of many other products. From August, 1929, to August, 1930, the average of prices at the farm fell 25 per cent, while the whole-sale prices of all commodities in the United States fell 14 per cent, and retail prices of things which farmers have to buy declined 4 per cent.

"In general, prices of raw materials have declined more than the prices of manufactured products. The prices of some products have broken partly as the result of overproduction and the accumulation of large stocks to be sold in the face of a general depression. This is notably true of coffee, sugar and wheat. The decline in manufacturing demand is particularly important in the case of wool, cotton, and silk. The potato crop is about the smallest per capita ever grown, and yet the price is fully a third less than last year."

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### PENNSYLVANIA FARMERS REDUCE COSTS OF PURCHASES.

Cooperative purchases of farm supplies amounted to \$8,802,142 in Pennsylvania, last year, by 16,570 Pennsylvania farmers who are members of cooperative purchasing organizations in that State, according to the Pennsylvania Department of Agriculture. The major supplies handled by these associations are dairy, hog and poultry feeds; fertilizers; seeds; lime; spray materials; baskets and binder twine. Many associations also make purchases for their patrons.

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### NEW FEDERAL GRADES ARE ISSUED.

United States standards for fresh tomatoes and tentative definitions and grades for canned sauerkraut have just been issued by the Bureau of Agricultural Economics. Specifications may be obtained upon request to the bureau. The grades for canned sauerkraut were developed in cooperation with the National Kraut Packers Association. The tomato grades are effective December 1.

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"STATE AND FEDERAL PUBLICATIONS DEALING WITH THE MARKETING OF AGRI-CULTURAL PRODUCTS" is the title of a list of references to the printed publications of State and Federal Departments of Agriculture, issued since 1924, in a mimeograph report just issued by the Federal Bureau of Agricultural Economics.

#### RAILROAD IF NEGLIGENT IN DELIVERY IS LIABLE FOR LOSS IN AGRICULTURAL COMMODITIES BY DROP IN MARKET.

Cochran et al V. Norfolk Southern R. Co., et al Municipal Court of City of New York, June 6, 1930 (244 N.Y.S. 326)

The 397 barrels of potatoes involved in this action were delivered to the Pennsylvania Railroad at Port Norfolk, Virginia, by the Norfolk Southern Railroad Company, consigned to the plaintiff in New York City. It appears that the Pennsylvania Railroad maintained a schedule for white potatoes arriving in New York in time for the early morning market of the third day after receipt by it at Port Norfolk. The cars containing these shipments were used to fill out the tonnage on the fast perishable train, all in accordance with defendant's schedule, and arrived at New York in time for the market of June 9, one day ahead of schedule. The railroad company failed to deliver the potatoes after a demand in time for the market of June 9 but retained the shipments until time for the market of June 10. As the market of the 10th was considerably lower than that of the 9th, the plaintiff claimed damages of \$999. It was his contention that common carriers assume not only the safe carriage and delivery of property to the consignee but also that the property should be carried to the place of destination and delivered with reasonable dispatch and that for any unreasonable delay in transportation or delivery after its arrival at the terminus they are responsible; that it is the duty of the common carrier where the consignee is present upon arrival of the shipment and demands delivery at once and with diligence, to act upon the demand and deliver and continue until delivery is complete; and as defendant failed in this, it was liable. Cases are cited in support of these contentions. On the other hand, the defendant contended that there was no delay in transportation and that it was not duty-bound to deliver this shipment until June 10 under its schedule, and that it was therefore not liable. The official referee in deciding the question at issue said:

"I hereby find and decide that no claim against the defendant as asserted can be sustained, except as to the negligent and apparently unreasonable refusal of the Pennsylvania Railroad Company employees to unload the plaintiffs' two carloads of potatoes in time for the June 9th market, even though they did unload two other carloads of potatoes arriving on the same train and float. By reason of this refusal, plaintiffs lost the benefit of the June 9th market and suffered the loss incidental to a sudden drop in the market price between June 9th and June 10th. Under the authority of Wishnatzki v. Great Northern R. Co., 225 App. Div. 62, 232 N. Y. S. 165, plaintiffs are entitled to a verdict against the Pennsylvania Railroad Company, and I find the amount of damage to be \$750.

STATE AND FEDERAL

## MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 12, 1930

Vol. 10, No. 46

SOUTHERN ECONOMIC CONFERENCE

BEING HELD ON FARM OUTLOOK.

An agricultural outlook report for the Southern States is being prepared at Atlanta, Georgia, this week, by the Bureau of Agricultural Economics in cooperation with the research and extension representatives of the State agricultural colleges from twelve southern States.

This report is designed to aid southern farmers in adjusting their business to economic conditions, and in improving their income by better adjustment of production to market conditions. It is the first time that a general outlook report has been issued outside of Washington or before the first of the year. The bureau will issue this report at this time as a basis for economic extension work throughout the southern States well in advance of next year's production activities in the South.

The report will include an up-to-date summary of the facts of both the long-time and present outlook for southern agriculture, of the demand for southern products, of credit conditions, and of the market situation with respect to more than a dozen crops and classes of livestock produced in the southern States.

The Bureau of Agricultural Economics has assembled a comprehensive survey of the facts on the domestic and foreign cotton situation to be used by the conference as a basis for consideration of the cotton problem. Following the Atlanta conference this material will be issued as a bulletin for distribution among farmers.

Following the agricultural outlook conference, the application of the outlook to local conditions in the South will be considered by a conference of southern extension workers in cooperation with research workers.

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### NEW YORK OFFERS BUSINESS SERVICE TO COOPERATIVES.

A business management service to cooperative organizations is being planned by Cornell University as a regular part of its extension program, according to M. C. Bond, extension assistant professor of marketing. Four members of the extension staff will devote part time to this work. The cooperatives will be given assistance in the preparation of annual reports for the State Department of Agriculture and Markets; the extension specialists will make an analysis of the year's business, a comparison with the operations of previous years or with similar associations, and will recommend practices for more efficient operation; they will aid in setting up a simple and adequate system of accounts, and they will counsel on business and financial policies and practices. It is expected that in time all active associations will be able to pay the traveling expenses of an extension specialist on a zone basis, but service may be rendered without cost to small associations and those in need of special help.

Dept. of Agriculture ttn., Miss Trolinger

### STATE DROUGHT CHAIRMEN TO MEET AT WASHINGTON.

Plans for the meeting of the State drought relief chairmen in Washington on November 20 are about completed, Dr. C. W. Warburton, chairman of the Federal drought-relief committee, has announced.

In all of the drought States county committees have made surveys to determine the food and feed shortage, and this information will be brought to Washington by the State chairmen.

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### NEW ENGLAND TURKEY INDUSTRY IS STAGING "COME-BACK".

New England, time-honored home of the Thanksgiving and Christmas turkey, is making a strong bid for eastern markets. Turkey production is increasing, favored by nearness to home markets and the new production methods that minimize losses from "blackhead."

Fifty Connecticut turkey growers meeting at Windsor, Connecticut, recently, declared that the pre-Thanksgiving demand for Connecticut graded turkeys this year is surpassing all recent records. Turkey growers attribute this increasing preference largely to the adoption of the Connecticut Fancy Grade for turkeys and its enforcement by the Connecticut Department of Agriculture. Consumers, they say, are beginning to realize that they can be assured that every turkey bearing the yellow tag with the New England Label is a genuine Connecticut product.

Commissioner of Agriculture S. McLean Buckingham of Connecticut is urging growers to build their turkey business on a sound foundation so that it will continue to expand and fill the present gap between supply and demand. He advises against endeavoring to secure too high a premium price for the turkey crop.

Director of Marketing Sidney A. Edwards says that although Connecticut is showing an increase in the number of turkeys there will be less for the Thanksgiving and Christmas markets than last year if the present demand continues.

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### PRODUCE DEALERS MUST HAVE LICENSES BEFORE DECEMBER 10.

All commission merchants, dealers, or brokers in fresh fruits and vegetables in interstate trade must procure Federal licenses from the U.S. Department of Agriculture by December 10, or be subject to a fine of not to exceed \$500 plus \$25 for each day they operate without licenses. These penalties are prescribed by the Perishable Agricultural Commodities Act of 1930.

The Federal department announced the provisions of the licensing law several months ago and urged members of the produce trade to procure licenses before the date set by Congress, December 10. Nevertheless, only a few thousand applications have been received to date. Government officials declare that they are without power to extend the date of issuance of licenses, and that they will be compelled to carry out the penalty provisions after December 10.

Applications for licenses may be obtained from the Bureau of Agricultural Economics, Washington, D.C.

### ILLINOIS ENROLLS MORE FARMERS IN FARM MANAGEMENT SERVICE.

Two hundred farmers operating in Grundy, LaSalle, Marshall and Putnam counties, Illinois, are organizing to get the benefit of the farm bureau-farm management service project inaugurated in 1925 by the Illinois College of Agriculture. The new group will be the fourth one of farmers enrolled in the service, and brings the total number of farmers enrolled to more than 800. In addition, approximately 1,600 farmers are keeping regular accounts in the college's farm accounting project:

The farm bureau-farm management service project is a development of the farm accounting work started by the college fourteen years ago. Under the new plan the cooperating farmers pay the major part of the local expense. The service project is based on financial and production accounts kept by cooperating farmers and on records of practices followed by them and kept by the field men who visit the farms at regular intervals throughout the year. The service enables each farmer to know how profitably he is operating his farm as compared with others in the same area. It also indicates where farm profits are leaking, as well as where good work is being done. It brings to each cooperator definite information about the farm practices followed by the more successful farmers.

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### TOBACCO WAREHOUSEMEN COOPERATE IN GRADING DEMONSTRATIONS.

Tobacco grading demonstrations at North Carolina markets are being sponsored by tobacco boards of trade as a means of bringing the benefits of Government grading to the attention of growers. At these sales all tobacco is graded free of charge to the growers, the warehousemen bearing the expense. Handbills have been issued by the Wendell, N.C. Tobacco Board of Trade announcing that on every Wednesday in November all tobacco will be graded free.

Federal and State officials connected with the tobacco-grading service are cooperating in these demonstrations. Extra graders assist in the grading, and so far as possible officials are on hand to explain the service and to show farmers how to make use of the price reports.

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### CATTLE TICK AREA UNDER QUARANTINE IS REDUCED.

Further progress in eradication of the cattle tick from the Southern States is recorded in an order issued by the U. S. Department of Agriculture, effective December 1, 1930, which releases 15,210 square miles of additional territory in Arkansas, Florida, and Texas, from the tick-fever quarantine. Of the entire area originally tick infested in all States, 83 per cent has been freed from the pest by systematic eradication.

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U. S. STANDARDS FOR UNSHELLED PECANS have been issued by the Bureau of Agricultural Economics. The standards relate to improved varieties and large seedlings; not shelling stock.

### TENNESSEE STUDIES COST OF HARVESTING SILAGE.

The cost of harvesting a ton of silage this year at the University of Tennessee Junior College was \$1.63, and the cost per acre was \$11.49, the Tennessee College of Agriculture has learned.

These costs include the use of silage cutters, corn binder, all other equipment, man labor, horse, labor, tractor labor, and twine, and are costs of harvesting from standing stalk into the silo. Details are being compiled to show cost of production up to the time the corn was harvested.

C. A. Williams, Dean, in reporting the results of this study says: "We conclude that if the cost of harvesting a ton of silage is but \$1.63, it is much better to have that ton of cornstalks, and ears in the silo than to leave the stalks standing in the field. Last year a value of corn silage equaling \$8.90 was obtained through feeding silage to steers at the Tennessee Experiment Station.

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### CAN COMPETE FAVORABLY WITH IMPORTED SWISS CHEESE.

The Federal Bureau of Dairy Industry has announced that it has developed scientific methods and manufacturing processes which will enable the American Swiss-cheese industry to compete more successfully with the Swiss producers if cheese makers will apply them generally in American factories.

In recent years the United States has been consuming about 36,000,000 pounds of Swiss cheese a year, about half of which has been imported. There is a tendency for the imports to increase in volume. One of the chief reasons why the American production of Swiss-type cheese is in a less favorable position than Switzerland Swiss cheese in the American market, in the opinion of bureau officials, is that the imported product is of higher average quality than the domestic product.

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#### ROADSIDE MARKETS ON BETTER BUSINESS BASIS

Declaring that roadside markets are emerging from an era of mushroom growth, Miss Caroline B. Sherman of the Bureau of Agricultural Economics says that a successful roadside market must front on a road with heavy traffic and must sell high-quality , fresh produce at fair prices. Attractive display, steady supply, and courtesy to customers are also essential.

Roadside markets have not invariably possessed this qualifications, Miss Sherman says, as attested by several investigations by State and Federal agencies. She declares, however, that the business of the better roadside markets is increasing, inasmuch as farmers as a group are inclined now to make a fairly careful study of the question before putting much time, money, or energy into roadside markets.

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TENTATIVE SPECIFICATIONS for U. S. Standards and Grades of Dressed Turkeys have been issued by the Bureau of Agricultural Economics.

### FOOD MARKETING RESEARCH COUNCIL REPORTS ON ITS ACTIVITIES.

Since its inception, in 1925, the headquarters staff of the New York Food Marketing Research Council has cooperated with research workers in 23 studies dealing with various economic aspects of the distribution problem in the handling of foodstuffs in the New York market.

Studies, the results of which are available for public distribution, include "Factors Affecting the Price of Peaches in the New York City Market"; "The Motor Truck as a Carrier of Fruits and Vegetables to Greater New York"; "Wholesale Marketing of Live Poultry in New York City"; "An Economic Survey of the Live Poultry Industry in New York City; "Preliminary Report of Deputy Manager on Union Terminal for Live Poultry Trade"; "Some Facts Concerning the Distribution of Fruits and Vegetables by Wholesalers and Jobbers in Large Terminal Markets"; and "Consumer Demand for Apples in New York City".

Earl R. French, executive secretary of the Council, has issued a folder which describes the aims of the Council, its methods of operation, and what it has done. The members of the Council in the order of their adherence are: U. S. Bureau of Agricultural Economics, The Port of New York Authority, New York State College of Agriculture, New Jersey State Agricultural College, New Jersey State Agricultural College, Columbia University School of Business, New York State Department of Agriculture and Markets, New York University School of Commerce, Department of Public Markets of the City of New York, and the Florida Department of Agricultural Economics of the Florida Agricultural Experiment Station.

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### UNITED STATES LEADS WORLD IN FUR PRODUCTION RESEARCH.

Following a two month's survey of the fur production and utilization industry in western Europe, Frank G. Ashbrook of the United States Department of Agriculture, who was Commissioner General representing the United States at the International Fur-Trade Exposition and Congress in Leipsiz, Germany, last May, reached the conclusion that "the United States leads in the production of fur from animals raised in captivity and in certain research activities that are of vital importance to a constructive expansion of the industry.

"In Europe," he says, "the production of rabbits for meat and fur is further advanced than that of other fur animals, and the organizations representing this industry enjoy better cooperation of breeders. Although fur farming has developed to a marked degree in Norway, Sweden, Germany, and France, it can not yet be considered as providing an important source of supply for raw furs. Propaganda is still being circulated in European countries for the sale of breeding stock, and some breeders seemingly ignore the fact that fur animals are raised primarily for the pelts produced."

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THE BROOMCORN INDUSTRY, said to have been started in this country by Benjamin Franklin, is shifting toward the Southwest, according to the U. S Department of Agriculture. Officials express the opinion that there is little likelihood of increasing domestic consumption of broomcorn, and that opportunities abroad are not encouraging.

#### FARM BOARD PUBLISHES GUIDE

FOR LOCAL COOPERATIVE ORGANIZATION.

A guide for setting up local cooperative marketing associations in fruits and vegetables has just been issued by the Federal Farm Board as Bulletin No. 1 of the Board. The author is Harry C. Hensley, senior economist. The bulletin stresses the need for a sound organization plan with respect to financing and marketing agreements. Sample forms of an organization agreement, marketing agreement articles of incorporation, and by-laws are included in the publication.

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#### PUBLICATIONS

(Bureau of Agricultural Economics Mimeographs)

"Market Preferences and Some Practices Involved in the Distribution of Potatoes in Six Eastern Cities", by R. L. Spangler, associate marketing specialist.

"Cost of Production and Effective Utilization of Sweet Clover on Corn-Belt Farms", by M. A. Crosby, assistant agricultural economist.

Cotton Facts", by the staff of B.A.E.

"Rural Standards of Living", a selected bibliography by Louise O. Bercaw.

"The Economic Position of the Western States in American Agriculture." by Dr. C. L. Holmes, principal agricultural economist.

"Marketing Florida Citrus, Summary of 1929-30 Season," by H. F. Willson. "Marketing South Florida Snap Beans, Season 1929-30," by V.H. Nicholson.

"Marketing Texas Spinach, Season 1929-30," by G. D. Clark.

"Marketing Wisconsin Potatoes, Summary o- 1929-30 Season," by C. Donald Schoolcraft.

"Marketing Western New York Onions, Summary of the 1929-30 Season." by J. P. Klein and A. L. Thomas.

"The Consumer and the Standardization of Farm Products," by Caroline B. Sherman, associate agricultural economist.

#### Radio Talks:

"The Feed Situation", by W. A. Wheeler, November 6.

"The Poultry and Egg Market Situation," by Roy C. Potts, October 27.

"October Dairy Markets," by L. M. Davis, October 29.

"The Grain Market Situation," by G. A. Collier, October 22.

"Observation on the General Agricultural Situation," by A. B. Genung, November 3.

"Feeding Wheat to Hogs," by W. J. Spillman, October 2.

"Selling Cotton by Grade and Staple," by W. B. Lanham, October 7.

"Changes in Truck Crop Production," by Wells A. Sherman, October 21.

#### Bulletins:

"Milling and Baking Qualities of World Wheats," by D. A. Coleman, et al., has been published as Technical Bulletin 197 by the U. S. Department of Agriculture.

"Fall-Sown Oat Production." has been issued as Farmers' Bulletin 1640, by the U.S. Department of Agriculture.

STATE AND FEDERAL

## MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK OF ASSESSED IN

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 19, 1930

Vol. 10, No. 47

#### ONLY THREE WEEKS LEFT

before the penalty provisions of the Perishable Agricultural Commodities Law become effective.

The "dead-line" is December 10, after which commission merchants, dealers, and brokers, in fresh fruits and vegetables in interstate trade, who have not applied to the United States Department of Agriculture for licensing under this law will be subject to a fine of \$500, plus \$25 for each day of operation without licenses.

Applications for licenses are being received by the department at the rate of approximately 200 a day, and unless this rate should be greatly increased, an aggregate of less than 10,000 applications will have been received by December 10.

This is only one-third of the 30,000 operatives who are subject to the licensing law.

#### THEREFORE

All State departments of agriculture, and State extension services, are hereby requested by the Federal department to give the widest possible publicity to the foregoing facts by radio, press, and other available means of contact with the produce trade.

### NEW YORK URGES DAIRYMEN TO CUT FEED COSTS:

New York State dairymen are being told by the New York State College of Agriculture that they can cut feed costs by substituting wheat, barley, and oats for corn and hominy feed in dairy rations, at present prices, and by feeding a grain mixture with a protein content that corresponds to the roughage fed. Various formulas in which wheat or barley may be used, depending on local prices, have been prepared by the college.

### GRAIN FREIGHT RATES ARE TO BE LOWERED.

The Interstate Commerce Commission announced on November 11 that it would require railroads to put in effect on January 1 a general revision of rates on grain and grain products which are estimated to entail annual reductions of between \$15,000,000 and \$20,000,000 in freight charges on the total traffic.

This requirement is to be made in spite of protests filed by western, eastern and scuthern carriers against the reductions and by some shipping interests against portions of the contemplated revisions. The original decision required the schedules to be made effective about November 1, but postponement until January 1 was allowed in view of the objections and the difficulties in preparing the new schedules.

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### IDAHO TO HOLD FARM MANAGEMENT CONFERENCES.

Preliminary arrangements for farm management conferences to be held in southern Idaho in February and March are being made by the University of Idaho. The conferences will be held in Twin Falls, Jerome and Lincoln counties. Similar meetings were held last year in Jefferson and Franklin counties.

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### FARMERS RUSH FEED SHIFMENTS TO SAVE BY EMERGENCY RATES.

More than 52,000 carloads of feed and livestock have been shipped for farmers in the 1,016 counties designated by Secretary Hyde as eligible for reduced rail rates, but this total is expected to be greatly increased before the reduced rates are cancelled on November 30.

Recent reports from Virginia are that 10,000 carloads of hay and other feed have been shipped into the State to supplement the exceedingly poor crops made this year.

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### PACKING BETTER TOMATOES IN FFILADELFFIA DISTRICT.

For two years the Philadelphia Station of the Federal Food and Drug Administration has been conducting an intensive campaign of checking up on all tomato packing and canning plants in the district with the result that there has been a general improvement in the tomato pack in that area.

Inspectors who visited 50 per cent of the canning plants during the past season report that they found no evidence anywhere of adulteration by the use of water, seepage, or "cyclone" juice in canned tomatoes. Canswere being filled fairly well.

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"FLORIDA ORANGE WEEK, December 1 to 7, is being sponsored by the affiliated Exchange Clubs of Florida.

### BRITISH APPLE ORDER EXPIRED NOVEMBER 15.

The special certificate issued to meet the British ban on American apples is no longer required at ports of export on shipments of apples to Great Britain, as the British apple order expired November 15.

The use of the Export Form Certificate will be continued, however, the Department of Agriculture has announced, on the same basis as heretofore. The Export Form will not be issued on Unclassified lots which show worms or open worm-holes in excess of the tolerance for U.S. No. 1. Low-grade apples, which could not be exported to Great Britain during the period the quarantine order was in effect, can now be exported, provided the apples meet the requirement as to freedom from spray residue and worms, with no tolerance for apple maggot or maggot injury.

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### FLORIDA FREED FROM FRUIT FLY QUARANTINE.

The Federal quarantine on Florida products, on account of the Mediterranean fruit fly, was lifted November 15, following conferences of Department of Agriculture officials with Florida officials, including Governor Carlton and members of the State plant board.

Grove owners are no longer required to pick up and dispose of "drops," culls and windfalls. However, intensive field inspection by the Federal forces will be continued indefinitely in respect both to fruit in the groves and in packing houses, as a precaution against the spread of any infestation which may develop in the future.

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### CALIFORNIA REPORTS RESULTS OF GRAIN HANDLING STUDY.

Handling grain in sacks rather than in bulk, in California, is uneconomical under present conditions, declare Roy Bainer and J. D. Long of the agricultural engineering division of California College of Agriculture, reporting the results of a survey of grain handling methods.

These investigators say that "putting grain in sacks now as it is threshed results in sack costs, higher harvest-labor charges, field waste from rodents, theft and burned or broken sacks, higher warehouse handling and storage charges, insurance and waste and less incentive to improve the quality of the grain by cleaning out the dockage at country points. For lots of grain which may necessarily be marketed in sacks, it is preferable to harvest in bulk and sack from the elevator as the grain is being shipped."

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THE LOUISIANA STATE MARKETING COMMISSION has announced that beginning December I there will be a strict enforcement of the grading law in that State, and that all shippers will be required to grade and mark their products properly. Shippers are being urged also to use the State-Federal shipping point inspection service.

#### BRIEFS

TWENTY-FOUR HOURS will be cut off the running time of fast freight trains carrying Florida perishable fruits and vegetables to the principal northern and eastern markets, the Atlantic Coast Line Railroad and the Florida East Coast Railway have announced.

SHEEP and the sheep industry will be the principal feature of the exhibit of the United States Department of Agriculture at the 1930 International Livestock Exposition at Chicago, November 29 to December 6.

EFFORTS are being made in Massachusetts to change the name of the Massachusetts Agricultural College to "Massachusetts State College."

SOLID frozen grape juice is reported as being manufactured at the rate of 30,000 gallons a day in a new quick-freezing plant recently completed at Lodi, California. Refrigeration engineers regard this as the beginning of a large trade in frozen fruit juices of all kinds, to be held in low temperature warehouses until needed, then thawed and bottled as the market demands.

COTTON acreage reduction and other phases of farming will be discussed at a joint meeting of key bankers and county agents at Louisiana State University, December 12.

SEVERAL Texas counties have been released from the pink bollworm quarantine. The counties are Martin, Glasscock, Dawson, Howard, and Borden, and a small section of northeastern Midland.

THE "ALABAMA ECONOMIC REVIEW" in the name of a new periodical to be issued monthly by the Alabama Extension Service.

CONSUMPTION of dairy products has taken a strong upward tendency in recent years. Per capita consumption of butter last year is computed at 17.61 pounds compared with 14.7 pounds ten years ago; cheese, 4.62 pounds last year against 3.50 pounds in 1920; condensed and evaporated milk, 16.58 pounds against 10.17 pounds in 1920, and ice cream, 3 gallons compared with 2.46 gallons in 1920.

"DISEASES OF APPLES IN STORAGE" is the title of Farmers' Bulletin 1160, just issued by the U.S. Department of Agriculture.

"THE GEHL LABORATORY RICE-SCOURING DEVICE" is described in a circular of that title, No. 136, just issued by the U. S. Department of Agriculture.

"OUR FOREIGN PORK TRADE" is the title of Circular 121, recently issued by the Iowa Agricultural Experiment Station. "International Pork Trade" has also been issued as Res. Bul. 122.

### CALIFORNIA ACT PROVIDING FOR LICENSING AND BONDING OF DEALERS IN DECIDUOUS FRUITS HELD INVALID.

People v. Perry

District Court of Appeal, California, August, 1930 (291 Pac. 233)

In this action by the people of the State of California against Irvin L. Perry for violation of the act providing for the licensing and bonding of dealers in deciduous fruits a demurrer to the information was sustained and prosecution dismissed. Upon appeal, the opinion of the trial court was affirmed.

The following points were determined in the decision:

- 1. That the act was unconstitutional as being in violation of the interstate commerce clause of the constitution of the United States.
- 2. That the act was not saved from abrogation by the provision in the Perishable Agricultural Commodities Act of 1930.
- 3. That the act was in violation of the constitution of California in so far as it relates to the uniform operation of laws of a general nature, and that no citizen or class of citizens shall be granted privileges or immunities which upon the same terms shall not be granted to other citizens; in other words, that it was class legislation.
- 4. That the act violated the provision in the constitution of California that "no person shall be imprisoned for debt in any civil action unless in case of fraud."

The act in question is thoroughly analyzed in the decision and each point raised is taken up and discussed at length, with the citation of many cases and authorities. Excerpts from the decision on the points mentioned are given below:

- 1. "Referring again to the statute under consideration, we think its design to regulate the marketing of deciduous fruits which have entered the channels of interstate commerce is too palpable to escape our notice, and having for its exclusive object the regulation of an important branch of such commerce it imposes thereon a burden which is direct and immediate and therefore in direct conflict with Section 8, Article 1 of the Constitution of the United States."
- 2. The appellant contended that a provision in the Perishable Agricultural Commodities Act of 1930, to wit:
  - · "This act shall not abrogate nor nullify any other statute whether State or Federal dealing with the same subjects as this act; but it is intended that all such statutes shall remain in full force and effect except in so far only as they are inconsistent herewith or repugnant hereto"

would avert invalidation of the Dealers' Act by judicial decision. On this point, quoting briefly from the court:

"While certain provisions of this Act of Congress bear a similarity to the California Dealers' Act, it does not purport to invade the same field embraced by the latter, the onerous provisions of which are not included in the Act of Congress."

"But the California Dealers' Act does not deal with the same subjects intended by the saving clause, and being itself in conflict with the Federal Constitution the Federal Statute can not impart validity."

3. Quoting cases on the question, and among them Ex parte Dickey. 144 Cal. 234, it is stated that "the due exercise of the police power is limited to the preservation of the public health, safety, and morals, and that legislation which transcends these objects, whatever other justification it may claim for its existence, cannot be upheld as a legitimate police regulation. \*\*\* There is nothing in the nature of the business, therefore, that in any way threatens or endangers the public health, safety, or morals. \*\*\* By the act in question he is arbitrarily stripped of his right to contract and deprived of his property, and left, in following his vocation and in pursuit of his livelihood, circumscribed and hampered by a law not applicable to his fellow men in other occupations."

#### 4. On the fourth point the court said in part:

"The existence of fraud is a prerequisite to a successful prosecution for failure to pay a debt for which a debtor would be liable in a civil action. By the express terms of section 16 the "crime" is committed as and when a willful refusal to pay occurs. In the opinion of the court, the willful refusal to make such payment under the conditions required by the act is not of itself a fraud; that the obligation of the cash buyer to pay for the fruit purchased by him is a civil obligation for which his property would be subject to levy and seizure upon an execution issued on a judgment rendered against him in favor of the grower in a civil action; and that the obligation is primarily one arising out of contract."

In conclusion: "If a defendant, prosecuted under the Dealers' Act, can be lawfully imprisoned for the willful (that is to say, intentional) failure to meet his obligations as and when they are due, then there is no constitutional power to restrain the legislature from penalizing the failure of any person to pay a debt when the same falls due. We think it was such legislation that the Constitution was designed to prohibit and for that reason the Dealers' Act is unconstitutional."

STATE AND FEDERAL

# 345 MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 26, 1930

NEW FNGLAND WANTS INSPECTION
SERVICE TO BE SELF-SUPPORTING.

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As the New England grading program is expanded, it is apparent that some method will have to be found to make the food products inspection service more nearly self-supporting, said S. McLean Buckingham, Commissioner of Agriculture for Connecticut, at the sixty annual meeting of the New England Council, in Boston, November 20.

"The future success of the New England Marketing Program," Mr. Buckingham said, "depends on the adequate inspection of graded products. This inspection service is becoming more and more a problem as the number of our graded products increases. It is expensive and our State legislative committees too often fail to recognize its importance in the appropriations they make for this phase of the work of our departments of agriculture. At the present time some of our State departments of agriculture are finding it so difficult to furnish adequate inspection with the State funds provided for this service that the adoption of any new State grades may have to be held up until adequate funds are available. All of the six New England States are interested in this situation as the failure of this inspection program in one State can seriously affect the value of the grading program in all the other States. This is especially true where the use of the New England label is involved."

### FLORIDA LAUNCHES ADVERTISING CAMPAIGN CN ORANGES.

An advertising campaign with an appropriation of approximately \$150,-000 is being conducted by the Florida Citrus Growers Clearing House Association, in which stress is laid on the fact that "there are available plenty of small sized oranges reasonably prices which are excellent for juice." Consumers are being told in newspaper advertising that "Florida oranges are juicier and sweeter than any other orange on the market." Advertising is being concentrated in the seven largest auction markets in the east and midtle west, and in several important markets in the South.

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ARTHUR C. RINGLAND of the United States Forest Service has been appointed in the foreign agricultural service of the Bureau of Agricultural Economics for the purpose of studying the status and trends of forestry developments and the improvement of technical forestry practices in Europe, as an aid in the development of American forestry. Particular attention will be given to land use in relation to forestry. Mr. Ringland has had a worldwide experience in forestry work, having served as chief of mission of the American Relief Administration in central and southern Europe.

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### "ADVICE CNLY" CAN BE GIVEN IN REJECTION CASES.

The United States Department of Agriculture assumes no responsibility for the disposition of fruit involved in a violation or complaint of a violation of the perishable commodities act.

"During the preliminary investigation of a complaint involving a rejected car which is still on track," the department says, "it will be the purpose of the department to assist the parties involved in the controversy in reaching a settlement based on the terms of the contract. This will be done through advising the interested parties of the proper interpretation of common trade terms, grade specifications and tolerances, and court rulings on the point of contracts under dispute.

"It is believed that most complaints can be satisfactorily adjusted by assistance of this kind. If such assistance does not result in an amicable settlement the Department of Agriculture can do nothing further except receive the formal complaint of violation of the act and proceed as required by law. When it becomes evident that settlement cannot be reached by an exchange of telegrams the owner should dispose of the shipment in question according to his best judgment without awaiting any further action by the department. Prompt action should be taken in disposing of highly perishable produce in order to avoid unnecessary loss. A claim for reparations for the loss sustained may be filed with the department along with the complaint of violation of the act.

"The department will make special effort to handle promptly all complaints involving cars on track. It should be remembered however that such cases frequently require considerable time for collecting information and exchange of telegrams, and those making such complaints must be prepared, if such shipments are not finally accepted, to assume the risk of loss from deterioration which may take place during the time required for preliminary investigation. Whenever it is apparent that a settlement cannot be reached immediately, the products in dispute should be disposed of and the complaint filed for handling in the regular course."

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### GREENHOUSE TOMATOES GAIN FAVOR ON WINTER MARKETS.

The increasing favor of greenhouse tomatoes on the winter markets is accounted for by the fact that greenhouse tomatoes ripened on the vine are usually better than those grown cut of doors in the winter and spring, picked green and shipped all the way from the Scuth Atlantic and Gulf Coast States, according to the United States Department of Agriculture in Farmers' Eulletin 1431, entitled "Greenhouse Tomatoes."

Most of the greenhouse vegetables of the country are grown in the New England, Middle Atlantic, East North Central and West North Central States.

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"APPARENT PER CAPITA CONSUMPTION OF PRINCIPAL FOODSTUFFS IN THE UNITED STATES" is the title of a printed pamphlet just issued by the United States Department of Commerce. Copies may be obtained for 10 cents each from the Superintendent of Documents, Washington, D. C.

#### DIRECTOR WARBURTON DISCUSSES TRENDS IN ECONOMIC EXTENSION.

Recent economic trends in agriculture and their bearing upon the agricultural extension program were discussed by C. W. Warburton, Director of Extension Work, U. S. Department of Agriculture, at the November 19 session of the Land-Grant College Association, meeting at Washington.

"Unless we take into full reckoning the economic trends of the time in shaping our program for agricultural extension," said Director Warburton. "we can not expect to render the forward-looking and efficient service in agriculture that is expected of us."

Trends which the speaker considered likely to have the most definite effect on extension work are: Increased efficiency of the producer through the use of power and improved machinery; increased production of meat and milk per unit of feed consumed; demand by the farm family for a higher standard of living; rapid production shifts over large areas; and increased control of marketing functions by producers.

"Extension administratives," he said, "are now generally organizing their forces to give more definite economic service. There is under way in some degree, in every State, a coordination of extension effort in the light of the facts of the economic situation. As a result of Federal appropriations by the last Congress the economics extension staff of the States has been increased to about 225 full or part-time workers, an increase of 85 in the current year, and additional personnel is being added as fast as possible."

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#### AMERICAN WHEAT EXCELS ACCORDING TO TESTS.

The United States produces some of the best wheat in the world, says the Bureau of Agricultural Economics, reporting the results of milling and baking tests of wheats grown in 38 countries, in Technical Bulletin 197, just issued.

"From both a milling and a baking standpoint, the best quality hard red winter wheat is produced in the United States. The hard red winter wheat grown in Argentina appears to be of lesser milling value than that grown in the United States. The baking quality of the flour milled from Argentine wheat, although not the equal of that milled from the hard red winter wheats of the United States, is of fair quality. The flour milled from the Russian hard red winter wheats appears to be lacking in baking strength." The bulletin gives the results of tests of 412 varieties of wheat.

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#### NEW YORK ESTIMATES VALUE OF DAIRY COW.

A dairy cow is worth no more than she is able to return in three years above feed, labor, and miscellaneous expenses in addition to a reasonable profit to the owner for his investment, says E. S. Harrison of New York State College of Agriculture.

#### OUTLOCK MEETINGS HELD BY POTATO COMMITTEE.

A series of outlook meetings was held by the Interstate Early Potato Committee at Norfolk, Virginia, November 24, Eastville, on the 25th, and at Accomac on the 26th. Considerable interest in prospective potato conditions was displayed by growers and other members of the potato trade, and also in the work which is being done in other districts, particularly the Northwest, in behalf of potato growers and shippers, through special potato committees.

#### ALABAMA CURB MARKET SALES SHOW INCREASE.

Sales of miscellaneous farm products on Alabama curb markets are reported to be increasing, by the Alabama Extension Service. this year have shown an increase over last year despite the drouth, which cut short the supply of fruits and vegetables, and the depression, which limits buying power, according to the announcement. Sales for September totalled \$43,212,52 compared with \$37,544.78 in September a year ago.

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#### MODIFICATION OF COFN SUGAR REGULATIONS URGED.

The Course Grains Advisory Committee appointed by the Federal Farm Board, recommended at a meeting in Washington, November 17 and 18, that existing regulations under the Food and Drugs Act should be modified so as to remove the restrictions against corn sugar.

The Committee recommended also that the Treasury Department should safeguard the interests of domestic producers of coarse grains by levying the maximum duty on all mixtures of feedstuffs.

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#### NORTH DAKOTA STUDIES FEED COSTS OF BUTTERFAT.

A report of the cow testing operations for 1930 by the Richland County (North Dakota) Cow Testing Association shows that the average cost for feed to produce a pound of butterfat was 20 cents, says the North Dakota Agricultural College. The figures are based on the records of 280 cows in 20 herds.

The lowest cost for food per pound of butterfat was 13.9 cents and the highest was 24.8 cents. The dairyman who produced butterfat at the lowest feed cost secured an average of 11,437 pounds of milk and 399 pounds of butterfat from each cow. One-half of the 20 herds in the association averaged higher than 300 pounds of butrerfat per cow.

WAREHOUSE RECEIPT STIPULATION AS TO EXEMPTION FROM LIABILITY IN CASE OF FIRE IS VOIDED BY WAREHOUSEMAN'S NEGLIGENCE.

Exporters & Traders Compress & Warehouse Co. v. Barganier. Court of Civil Appeals of Texas, July 1930 (31 S.W. 2nd 321)

Action by Barganier against the Exporters & Traders Compress & Warehouse Company. Judgment for plaintiff and defendant appeals. Affirmed.

Barganier sued the Warehouse Company to recover the value of fifteen bales of cotton stored with it; he alleged that upon receiving the cotton for compressing or storage it issued receipts therefor stating that the cotton was received and binding it to redeliver the same to the legal holder of such receipts or to pay the market value thereof. The Warehouse Company answered alleging that after receiving the cotton for storage the written receipts bound it to redeliver same, except in case of loss or damage by fire. Barganier then claimed negligence on the part of the Warehouse Company with reference to the safe-keeping of the cotton, specifying various acts, and that such acts of negligence charged were the approximate cause of the destruction of the cotton; also that the stipulation exempting the Warehouse Company from liability in case of destruction of the cotton by fire was, because of such negligence, void and unenforceable and constituted no defense.

The specific contention urged by the Warehouse Company was that the plaintiff having alleged that defendant issued a ticket for each bale of cotton delivered to it by him, and that each ticket acknowledged receipt of such bale and bound defendant to redeliver it to the legal holder or pay the cash market value thereof, he was required to prove his case by introducing tickets containing such recitals. In commenting upon this contention, the court here stated that had appellee's cause of action as submitted to the jury been solely on breach of contract, such contention might be sound, but that while the cause of action as asserted by appellee in his original contention was so based he in his supplemental petition set up a cause of action based on appellant's failure to exercise for the safety and preservation of his cotton the care required by Article 5632 of the Revised Statutes; that such article provides in part that a warehouseman shall be liable for any loss or injury to the goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise; that such article prescribed the measure of applelant's duty under the circumstances in evidence. The jury found that appellant Warehouse Company failed to discharge such duty, and that such failure was the approximate cause of the destruction of the cotton.

In discussing this question, the court referred to the decision of a similar contention, citing case, wherein the Court of Civil Appeals held in substance that where one has charge of the goods of another

under a contract of bailment and after obtaining such possession negligently permits their destruction under circumstances which would render him liable to the bailor for the value, if the suit for such value is brought specifically for the loss occassioned by such destruction, the details of the contract of bailment are immaterial in such action and allegations regarding such details should be treated merely as a matter of inducement, and strict adherence thereto not is required in the introduction of testimony; that such holding was expressly approved by the Supreme Court in Elder, Dempster & Company v St. L. S. W. Ry. (154 S.W. 975).

Concluding, it is said that appellee's pleading sufficiently alleged that he delivered to the appellant fifteen bales of cotton; that appellant issued receipts therefor; that said cotton was never returned to him, and that the destruction thereof by fire was caused by appellant's negligence; that since the cause of action was for negligent destruction of the property, the details of the contract of bailment as recited in the receipts were under the authorities cited immaterial.

- H.F. FITTS.

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#### ALABAMA STRESSES NEED FOR FIGH QUALITY COTTON.

The question of staple and variety of cotton has become a very serious one with farmers in Alabama, since staple lengths under 7/8 inch are being penalized \$5 to \$10 per bale, according to J. C. Lowery, extension agronomist of the Alabama Polytechnic Institute.

The Alabama Institute is urging farmers to secure seed of the varieties found by the Experiment Station to be good for specified sections of the State. The Experiment Station has found that at present prices there is a difference between the best variety and the poorest of \$10.20 per per acre in north Alabama; \$14.30 per acre in central Alabama; and \$9.10 per acre in the cotton wilt sections.

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"THE TEXAS FEED LAW - REVISED REGULATIONS" is the title of Circular 58 recently issued by the Texas Agricultural Experiment Station.

"BLEMISHES AND DISCOLORATIONS OF MARKET ONIONS" is the title of Circular 135 just issued by the United States Department of Agriculture.

"POTATO PRODUCTION IN THE FAR WESTERN STATES" has been issued as Farmers' Bulletin 1639 by the United States Department of Agriculture.

"APPLE STORAGE INVESTIGATIONS" has been issued as Res. Bul. 131 by Iowa State College.

STATE AND FEDERAL

## MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON DE HELD OF AGRICULTURE

December 3, 1930

Vol. 10, No. 49

SECRETARY HYDE URGES PRODUCTION
ADJUSTMENTS AND WISER LAND POLICY.

Production adjustments and a more rapid development of a national land utilization policy are two of the remedies for the present agricultural depression, according to Secretary Hyde in his annual report to President Hoover. Secretary Hyde also emphasizes the necessity of organizing agriculture into effective cooperative groups for collective action, of changing the present tax system to lighten the farmers' tax burden, and of improving rural credit conditions.

Gross farm income for 1930 will probably be about \$9,950,000,000 or 16 per cent less than for 1929, Secretary Hyde says. In urging acreage adjustments, the Secretary declares that the answer to overproduction is less production. By this time it is evident, he says, that supply and demand conditions can not be set aside by legislation, that the dumping of surpluses abroad is not feasible, that the indefinite storage of surpluses tends to prevent, rather than to cause, a rise of prices, that tariff duties are not effective on commodities produced largely for export, and that subsidies would increase rather than restrain production.

Urging the voluntary curtailment of production, the Secretary says that the problem of readjustment varies with regions and with individual farms. This fact, he says, justifies a flexible adjustment policy, but not a refusal to make adjustments. He declares it does not follow, because some farmers can produce at a lower cost than others, that the low cost farmers should do nothing to prevent overproduction. Moreover, wise acreage adjustments, he adds, can help to decrease the unit cost as well as the volume of production. This effect is produced, he says, by the elimination of the higher cost acres, and the concentration of the remaining production on the more productive land.

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FUNDS FOR EMERGENCY
FARM LOANS ARE ASKED.

Early passage by Congress of legislation authorizing loans to farmers in the drought areas for seed, fertilizers, and feed for livestock, and for such other production purposes for the 1931 crop as may be prescribed by the Secretary of Agriculture, was urged in a resolution adopted by the National Drought Relief Conference at the meeting held at Washington, November 20.

The conference recommended also the enactment of an additional road appropriation of \$50,000,000 to be distributed in the drought States by the Secretary of Agriculture without the necessity of matching such appropriation by the States receiving it, and to be repaid by the States by an annual deduction from the normal Federal road appropriation over a period of 10 years.

U. S. Dept. of Agriculture Library
Attn., Wiss Trolinger,

### FARM OUTLOOK FOR WEST TO BE STUDIED AT CONFERENCE.

The agricultural outlook for eleven western States during the coming year is to be the subject of a conference of Federal and State agricultural economists and extension officials at Salt Lake City, Utah, December 15 to 18.

The United States Department of Agriculture will be represented by Dr. O.C. Stine and C.A. Burmeister of the Bureau of Agricultural Economics, and by H.M. Dixon and V.B. Hart of the Extension Service. The States which will send extension specialists to the conference include Colorado, New Mexico, Arizona, Nevada, California, Oregon, Washington, Idaho, Montana, Wyoming, and Utah.

Chief topics of discussion at the conference will be the business situation and demand for agricultural products, the credit outlook for western agriculture, the outlook for beef cattle and sheep, the outlook for dairy and poultry, the outlook for feed crops and wheat, and the outlook for fruits and truck crops.

Following the conference, the various State extension representatives expect to use the material in preparing State reports covering the present and prospective situation regarding the different commodities, and in conducting agricultural extension meetings with farmers.

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### "GOVERNMENT GRADED" TOBACCO RETURNS INCREASED PRICES.

A survey at ten flue-cured tobacco markets in Virginia and North Carolina shows that over a period of several weeks past Government graded tobacco has returned to growers on the average \$1.36 per hundred pounds more than ungraded tobacco of identical quality. The comparisons were of prices on identical grades, the graders being instructed to report on the actual grade and price of large quantities of tobacco sold without the Federal-State grade certificate.

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### "MEDIUM SIZED" POTATOES PREFERRED BY PRODUCE TRADE.

The most desirable sizes of potatoes for retail trade in eastern consuming markets range from  $2\frac{1}{4}$  to 3 inches in diameter, the Bureau of Agricultural Economics has learned in a survey of market preferences in Boston, New York, Philadelphia, Pittsburgh, Baltimore, and Washington.

Dealers who supply hotels and restaurants want potatoes ranging from  $2\frac{3}{4}$  to  $3\frac{1}{2}$  inches in diameter and weighing from 10 to 14 ounces. The very large sizes of tubers weighing more than 14 ounces are not wanted by any class of trade, and many dealers object to accepting these very large potatoes in U.S.No. 1 stock. A complete report of the survey may be obtained from the bureau. The survey was made by R. L. Spangler, associate marketing specialist in the Division of Fruits and Vegetables.

### CONNECTICUT TO REPORT ON RURAL TAXATION.

Taxes on farm property in Connecticut have risen much more rapidly since 1915 than either the value of farm property or the prices of farm products, according to a bulletin in process of publication by the Connecticut Agricultural College, Storrs, Connecticut. Taxes during the period have increased 130 per cent, the value of farm property 60 per cent, and farm prices 51 per cent. State expenditures have increased from \$7,904,000 in 1914 to \$35,828,000 in 1929. The most important objects of these increased expenditures were highways, charities, hospita.s, correction, and education.

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### LOW-PRICED GRAIN REVIVES LOCAL MILLING IN PENNSYLVANIA.

The prevailing low price level has caused many farmers to revert to the old time practice of taking their grain to local mills for grinding into flour and feed, according to George A. Stuart, Director, Pennsylvania Bureau of Markets.

Hundreds of small grist mills, he says, some of which have been shut down for years, are now running on full schedule to accommodate local farmers. More home baking is very noticeable, he adds, and home mixing of feeds has increased greatly.

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#### NEW JERSEY TO HOLD MARKETING CONFERENCE DECEMBER 12.

The New Jersey Department of Agriculture has announced that a New Jersey farmer and consumer conference on marketing will be held at the New Jersey College of Agriculture in New Brunswick, N. J., on December 12. The object of the conference is to stimulate interest in the work of the New Jersey Markets Commission; to inquire into the need of the farmers of the State for improved marketing methods and facilities; to promote understanding of the consumer's interest in better marketing. Nine New Jersey organizations are cooperating in the conference.

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### NORTH DAKOTA RECOMMENDS "FEED GRAIN TO TURKEYS."

Records show that a pound of turkey can be produced normally with 4 to 6 pounds of feed, the North Dakota Agricultural College has announced in a statement urging farmers to market grain in the form of turkey meat. It is said that the average gain for a healthy fattening turkey is from 1 to  $1\frac{1}{2}$  pounds per week. With feed costing on the average  $\frac{3}{4}$  cents a pound or less, by careful feeding a pound of turkey can be produced at an average cost of about 5 cents for feed, leaving a substantial margin to cover labor costs and profit, says the College.

### FARM PRICES ARE LOWER DESPITE UNFAVORABLE CROPS.

Crops are not up to average yet prices of farm products are low. The supply situation, says the Bureau of Agricultural Economics in its December 1 issue of "The Agricultural Situation," would seem to justify a price level higher than last year's, whereas in fact prices are the lowest in several years.

The composite production of 17 principal crops this season is estimated at 6 per cent smaller than production in 1929, and 5 per cent less than the 1919-28 ten-year average. The supply for each person in the United States is 7.4 per cent less than in 1929, and 13 per cent smaller than the ten-year average. The bureau's combined index price of thirty farm commodities in October was approximately 25 per cent below the index of October 1929.

On November 15, the index of farm prices was 33 points lower than on November 15 last year, and was at the lowest level since December 1915.

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### NEW YORK SAYS APPLE EXPORT DEMAND IS BRIGHT SPOT.

The export demand is the one bright spot in the apple market this fall, says New York State College of Agriculture. Up to November 1, exports of barreled apples totalled 1,250,299 barrels compared with 1,178,695 barrels to the same date last year. Boxed apple exports have slightly more than doubled in the same period. All kinds of fruit crops in England and on the Continent are said to be short this season.

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### <u>PENNSYLVANIA INSPECTS</u> APPLES IN EIGHT COUNTIES.

During October, 35 inspectors of the Pennsylvania Bureau of Markets certified almost 500,000 bushels of apples which were shipped by carload from points in eight counties. Ten inspectors in Erie County certified 700 carloads of grapes. At apple canneries and barreling plants in the commercial district, 12 inspectors classified nearly 500,000 bushels of bulk apples, and the total is expected to reach a million bushels this year.

It is expected that by the end of the season fully 70 per cent of the carlot apple shipments and 95 per cent of the grape shipments will have been inspected by State representatives.

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### FARM BOARD ISSUES BULLETIN ON FEEDING WHEAT.

Bulletin No. 2 by the Federal Farm Board, entitled "Practical Experiences in Feeding Wheat," is now being circulated. The bulletin contains the results of experiments by twenty-five college stations in feeding wheat to livestock and is the latest authentic information on the subject. Most of the experiments were made recently. The bulletin suggests that wheat and corn appear to be practically interchangeable in livestock rations.

### RAILROADS MUST FURNISH CARS WITHIN REASONABLE TIME AFTER NOTICE

Central of Georgia Ry., v. G. P. Greene & Co. Court of Appeals of Georgia, September, 1930.
(154 S. E. 809)

Suit by G. P. Greene and Co. against the Central of Georgia Railroad.

Judgment for plaintiff, and defendant brings error. Affirmed.

This suit was against the railway company for failure to furnish promptly a car requested by plaintiff for a shipment of peaches. Plaintiff ordered a refrigerator car to be placed by the railway in Fort Valley, Georgia, on June 22 at 1:00 P. M. for shipment of 337 bushels of peaches which were packed and ready to be loaded and which plaintiff had sold for \$1.75 per bushel, provided car was loaded and ready to move on the afternoon of June 22. The car was not finally delivered for plaintiff's use until 11:00 P. M. of that day and did not "roll" until the afternoon of the following day. There was a decided drop in the market on the afternoon of June 22 and plaintiff lost the said sale of these peaches and was forced to sell them at \$1.25 per bushel on the following day. Plaintiff's loss was due wholly to the failure of defendant railway to place the car in time for loading and pulling on the afternoon of June 22 and to its failure to provide a car reasonably suited for the purpose for which it was intended. Under these facts it was alleged the defendant was indebted to plaintiff in the sum of \$193.50 for which the plaintiff prayed judgment.

The motion to dismiss raised the contention that the petition was not maintainable because it sought to set up a contract on the part of the defendant to give plaintiff a preference by way of special service; that under the Hepburn Act and related tariffs orders are not to be accepted for the placement of cars at any specified hour, whereas the petition sought to recover upon a basis of a special contract for the placement of a car at a specified time, which contract the defendant insisted is forbidden by the Federal law, since it would have the effect of giving one shipper a preference or special advantage over others.

"It is settled law that the defendant could not have made a valid contract to furnish the plaintiff at a certain time a car to be used for an interstate shipment, but we cannot construe the action as proceeding upon any such theory. Properly construed the action is a suit to recover damages for a breach of the common law duty of defendant as a common carrier to furnish cars for the transportation of freight within a reasonable time after notice." (Cases cited).

It appears that the agent of railway was told repeatedly that the peaches were on the floor of the packing house ready to be loaded and that the car had been sold to move on the afternoon of June 22. The court stated further that the evidence showed without dispute that according to a local custom relating to the shipment of peaches a request for a car for P. M. Loading was understood and accepted as a request for placement in time for loading "by the afternoon run," which was 4:10 P. M., and that defendant's contention as to the meaning of plaintiff's request for the car was conclusively ousted by the evidence.

- H. F. Fitts.

#### PUBLICATIONS

(Bureau of Agricultural Economics mimeographs)

"Estimated Numbers of Apple Trees by Varieties and Ages in Commercial and Farm Orchards in Pennsylvania," - a part of an economic study of the apple industry in the United States. Separate mimeographs are available on apple trees in Virginia. West Virginia, Michigan, Delaware, Maryland, Missouri, New England.

"Marketing South Florida Snap Beans, Season 1929-30," by V.H. Nicholson.

"Marketing Florida Citrus, summary of 1929-30 season," by H.F. Willson.

"Marketing Wisconsin Potatoes, Season 1929-30," by C. Donald Schoolcraft.

"Marketing Western New York Potatoes, Season 1929-30," by J.P. Klein and A.L. Thomas.

"Marketing Yakima Valley, Wash., Potatoes, Season 1929-30," by T.R. Hall.

PRINTED COPIES OF ANNUAL REPORTS of the various bureaus in the United States Department of Agriculture may be obtained by writing the Office of Information, U. S. Department of Agriculture, Washington, D.C.

"THE FRUIT AND VEGETABLE SUPPLY FOR FIFTEEN CITIES" by D.M. James, Bureau of Markets, has been issued as General Bulletin 493 by the Pennsylvania Department of Agriculture.

"THE FARM REAL ESTATE SITUATION, 1929-30," has been issued as Circular 150 by the United States Department of Agriculture.

A SUMMARY of the facts of "The Unprecedented Drought of the Summer of 1930," constitutes the greater part of the annual report of the United States Weather Bureau, to be released for publication on December 5.

NEXT WEEK'S ISSUE of "Marketing Activities" will contain a complete summary of the Twelfth Annual Meeting of the National Association of Marketing Officials held at Chicago, December 1 to 3.

STATE AND FEDERAL

## MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 10, 1930

Vol. 10, No. 50

NATIONAL ASSOCIATION OF MARKETING OFFICIALS
HOLD RECORD CHICAGO MEETING

Current Economic and Marketing Problems Are
Discussed by Public and Private Agricultural Leaders

Progress in the Work of the Federal Farm Board is Featured

Termed by officials of the Association as the most successful convention in its history, the Twelfth Annual Meeting of the National Association of Marketing Officials came to a close in Chicago on December 3 with a distinct appreciation on the part of the delegates of having gained a broader and more comprehensive knowledge of the outstanding problems in the current economic phases of American agriculture.

An entire session of the three-days meeting from December 1 to 3 was given over to discussions of the progress in the work of the Federal Farm Board, in which the principal speakers were Alexander Legge, chairman of the Farm Board; James C. Stone, vice-chairman; George S. Milnor, general manager, Farmers' National Grain Corporation, and J. D. Harper of the National Livestock Marketing Association.

Other topics discussed at the meeting included the development of auction block systems of selling agricultural commodities, future trading in perishables and semi-perishables, produce terminal developments, the world wheat situation, the package plan of marketing meat, and the perishable agricultural commodity act.

Laurence A. Bevan of Massachusetts was elected as President of the Association for the ensuing year; R. B. Etheridge of North Carolina as Vice-President, and Dr. F. B. Bomberger of Maryland as Secretary-Treasurer.

#### New Marketing Developments

The licensing of produce dealers under the Borah-Summers Bill, the building of million dollar food terminals in a number of large cities, and the rapid development of motor truck transportation of perishables were cited by C. W. Waid of the Ohio Bureau of Markets, President of the Association, as "a few of the factors which are causing rapid changes in our marketing methods. We are passing through a period of great changes accompanied by a feeling of unrest and even anxiety on the part of those who are chiefly concerned. These facts cannot help but emphasize the necessity of those of us who are connected with any form of marketing activity keeping posted on the latest developments along our respective lines of work."

Mr. Waid said that it has been the policy of the Association to re-

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Alth., Miss Trolinger,
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frain from passing resolutions in order to avoid controversial questions, and the Association has depended instead upon educational and informational methods to secure results. The purpose of this organization, he said, is to bring about a better understanding between the representatives of the Federal Department of Agriculture and the State officials in the various States who are working along similar lines, connected either with State departments of agriculture, agricultural colleges, or other State agricultural agencies.

### Development of Auction Block Systems By Warren W. Oley, Chief, New Jersey Bureau of Markets.

"While the auction at terminal markets is an old established procedure, the shipping point auction is relatively new. This method of sale has been tried out with indifferent success in New York State with apples; more than thirty years ago in New Jersey with peaches; and in California with citrus fruits. It remained for sections producing strawberries in large quantities to develop the auction as a highly successful method of sale. Such auctions have been established for some years back in Louisiana, Arkansas, Missouri, North Carolina, Maryland, and most recently in New Jersey. In one or two of these States some other commodities are sold on the same markets later in the season. In Maryland, lettuce, cucumbers, and cantaloupes are thus handled. New Jersey has profited by the observations made at points in these other States and has carried the auction method somewhat further.

"Our set-up is different from the set-up in other States. In New Jersey the control of these markets is in the hands of the farmers. We have a law in New Jersey entitled 'An act to provide for the incorporation and regulation of cooperative agricultural associations, either with or without capital stock'. All but one of our auction markets are owned and controlled by an association incorporated under the provisions of this act. Membership is limited by law to 'any persons engaged in the production of agricultural products, including lessees and tenants of lands used for the production of such products, and any lessors or landlords who receive as rent all or any part of such products raised on the leased premises, or any association, however incorporated, whose members or stockholders are so engaged in the production of agricultural products.' Other provisions in our New Jersey law conform to the necessary provisions of the Capper-Volstead act outlined in the Agricultural Marketing Act.

"Growers have found that in the auction market the price paid is commensurate with quality to a degree more accurate than under any other system of marketing. Thus they have learned that it has paid big to spend more time on the pack and the package, to the advantage of the market by the reputation developed. Growers have found that topped packages and topped loads are severely penalized and that not only is that penalty visited on that one sale, but persists until the grower can establish a better reputation. Better grading is easily developed where growers can see for themselves the argument of increased returns in actual practice. Buyers on the market are better able to judge comparative values in loads than the city buyer can do. Realizing quality when they see it the auction buyer can and does pay more for the quality in the goods displayed."

Mr. Oley then described in detail the financial results obtained on the various New Jersey auctions. (Some of these results have been reported in preceding issues of "MARKETING ACTIVITIES")

### Keeping Up-to-date on Current Marketing Research By F. L. Thomsen, University of Missouri.

"There are three steps necessary in keeping up-to-date on marketing research: first, knowing what has been done and published; second, obtaining copies of the publications; and third, filing the publications, both physically and mentally."

Mr. Thomsen then enumerated various sources of information on current marketing work. They are "Marketing Activities" and "Agricultural Economics Literature" published by the Bureau of Agricultural Economics; the "Agricultural Index" obtainable in agricultural college libraries; the "Experiment Station Record" issued by the United States Department of Agriculture; a mimeographed bulletin of the Bureau of Agricultural Economics, in which are listed all of the research projects being conducted by the thirteen divisions of that bureau; a classified list of projects covering current marketing research of State experiment stations, issued by the Office of Experiment Stations, U. S. Department of Agriculture; Miscellaneous Circular 35, issued by the U. S. Department of Agriculture, which lists under appropriate headings practically all of the marketing literature published up to and including 1924; a bibliography of all printed marketing publications of the several State and Federal agencies issued since 1924, up to April 1930, issued by the Bureau of Agricultural Economics, and a list of State marketing bulletins issued by the various State boards of agriculture or marketing bureaus, published by the Bureau of Agricultural Economics.

### Making the Most Out of the Roadside Market By Charles E. Durst Sec'y, National Horticultural Council.

"The secret of the popularity of roadside marketing undoubtedly lies in the psychological appeal which it makes to the travelling public. The term 'Roadside Marketing' suggests to consumers the opportunity to deal directly with the producer. \*\*\*To date, practically all the roadside markets have been operated by individual producers \*\*\* The experience of most roadside market operators has shown that for best results a wide variety of products must be offered and furthermore that the market must be operated over as much of the growing season as possible.\*\*\*I believe that roadside markets could be made more effective if many of them were conducted on a cooperative basis. For best results, I believe some State agency, such as the Department of Agriculture, the farm bureau, the grange or a State-wide cooperative, should take the initiative in encouraging such markets. They should be organized as separate entities at the start, but with the idea of cooperation between markets eventually, to the end that uniformity in type of building, grading and packing, advertising, products handled, and methods in general may be developed. \*\*\*Through cooperation a better and larger supply of products can be offered for sale, and the supply could be maintained through a longer season. \*\*\*Surpluses could be sold at wholesale. \*\*\*The overhead costs in general would be lowered by having the larger volume of products that cooperative methods would make possible. \*\*\*Roadside markets should be owned and controlled by growers in the communities where they are located."

### Sales and Consignments (Committee Report) By W. E. Paulson, Chairman.

"Interest in the possibilities of State legislation as a means of affording protection to growers against such dealers, commission men, and brokers as may be guilty of fraudulent business practices, seems to have shifted largely to an interest in the possibilities of Federal legislation. While New York has an agriculture and markets law, on its statute books, indications now are that an effort will be made at the next session of the Legislature to amend this Act so that it will supplement the Perishable Agricultural Commodities Act.

"Reports from New York and California indicate that considerable headway has been made in those States in enforcing the produce dealers' acts in the respective States. In New Jersey a law became effective July 1, 1930, requiring the licensing and bonding of produce dealers, commission merchants, and brokers buying fresh fruits and vegetables from New Jersey farmers or handling for farmers on a commission or brokerage basis. Dealers who pay farmers in full at time of purchase are exempted from the operations of the law. Violations of the law call for fines of not less than \$100 nor more than \$500. Bonds are required in order to protect farmers against worthless checks and fraudulent retention of funds.

"By sponsoring the establishment of central selling agencies for local and regional cooperative marketing associations, the Federal Farm Board has been a factor in the field of sales and consignments.\*\*\*In certain regions and in connection with the marketing of certain commodities, the shipping point, or local auction is becoming well established as the means of effecting sales between farmers, cooperative associations, or shippers and carlot receivers or jobbers."

Other developments in the field of sales and consignments, enumerated by Mr. Paulson, are: The return to the brokerage system of selling by the Sun-Maid Raisin Growers Association; the organization of local auctions for strawberries in Florida and for eggs in New Jersey; the progress made by the Florida Citrus Growers Clearing House Association in attaining more effective control over the marketing of Florida citrus fruit; the work of the Peach Control Board of California in limiting the pack of canned peaches; and the effort of the Federal Farm Board in evolving a plan for controlling shipments of juice and table grapes and for limiting the supply of grapes dried for raisins.

### Future Trading in Perishables and Semi-Perishables By Lloyd S. Tenny, Chicago Mercentile Exchange.

Mr. Tenny expressed the opinion that there would be a gradual expansion of future trading in perishable and semi-perishable farm products, but limited to products of seasonal surplus as contrasted with products that go into consumption as they are marketed. Citrus fruits, peaches, or cantaloupes, he said, will not lend themselves to future trading at least under our present concept of this function since the risk that is involved in their

marketing must be borne directly by the producer. Peanuts or potatoes, on the other hand, may be traded in futures, he pointed out, because the production of these commodities ends at a certain period in the year whereas consumption is spread over a period of several months or a year.

Mr. Tenny said that "in order to secure successful future trading it is necessary to draft the rules and regulations under which the trading is to be conducted so that all of the contracts will come to the same value as to quality, grade, and point of delivery. The only factor that should be left uncertain which in turn will be determined by the trading will be the value. For instance, if we were going to have potatoes delivered in Maine, Wisconsin, Minnesota and Idaho, some buyers might prefer them in one locality and some in another. Such a contract would confuse the buyer and he would lose sight of the important factor, namely, whether the going price of potatoes on the future market on a certain day was a good purchase or rather a good sale. In this connection, the first and most fundamental question to be decided is whether the commodity can be standardized and inspections carried out so that sales and deliveries can be made by various people and various agencies in different parts of the country, all knowing in turn just what is being sold and what must be delivered to fulfill his contract.

"The Chicago Mercantile Exchange has given a great deal of consideration as to the possibility of trading in potatoes, and I think that I can safely say that in a relatively short time we will offer to the country a future contract on potatoes."

#### Produce Terminal Developments

#### By H. E. Powell, Michigan Commissioner of Agriculture.

"The city owned and controlled public markets of Detroit play a great part in the distribution of fresh farm products, particularly fruits and vegetables. It is estimated that approximately twenty per cent of all fruits and vegetables consumed in the city are distributed through this agency. This comparison is made against the total incoming rail shipments, which includes citrus fruits, bananas, and other products not grown locally.

"The general plan followed is that the city provides the land and buildings, and the market rentals from growers take care of the maintenance and operation expenses. While the market income for the year 1930 was \$122,000 and the budget for operation and maintenance for markets, including administration expenses of the Bureau and the issuance of Daily Market Reports was about \$68,000, the surplus goes into the City Treasury, but it has been estimated that it does not cover the interest in the investment of property and buildings, and consequently the city is contributing materially to the support of this city market."

Discussing the operation of a farmers produce market by the Cleveland Growers Marketing Company, Mr. Powell said that "On January 1, 1929, a total surplus and depreciation of \$87,586.75 was accumulated. No dividends were paid the first two years. During each succeeding year until 1928, cash dividends of 6 per cent were paid, and in 1928 this was increased to 8 per cent. This is a very good showing and would indicate that a market owned and controlled by growers can be made a success."

### Cooperative Organizations (Committee Report) By Robin Hood, National Cooperative Council.

"Nineteen thirty will stand out in cooperative history as the year when enormous impetus was given to the development and unification of cooperative agencies in the central or terminal markets. There are 12,000 active cooperatives with 3,100,000 members now listed. A year ago the record showed only 11,400 associations with 3,000,000 members. From county agents we learn that 1,000 new cooperatives were formed in 1929 and there is every reason to believe many new ones have been formed in 1930. Appreciable gains have been made in the volume of business handled by the cooperatives during 1930." Mr. Hood then discussed in detail, by commodities, the developments in cooperative marketing activity, and especially the creation of central selling agencies. He outlined the growth of the National Cooperative Council, an organization that represents cooperative associations in matters of legislative service and departmental contacts in Washington, and in national cooperative policies generally.

"By way of distinction," he said, "the American Institute of Cooperation is the non-resoluting, open forum, educational agency of the cooperatives, while the National Cooperative Council is the policy-making, resolution-adopting, fighting agency of the movement."

### Progress in the Work of the Federal Farm Board By Alexander Legge, Chairman, Federal Farm Board.

The program of producer cooperation being developed under the Agricultural Marketing Act calls for the support and cooperation of every agency and individual interested in the permanent betterment of agriculture, Mr. Legge said. He emphasized that the program is the one laid down by Congress in the Agricultural Marketing Act which makes it the declared policy of the Government to place agriculture "on a basis of economic equality with other industries.

"It is a program," Mr. Legge declared, "that calls for cooperation all down the line. No pride of organization should be allowed to interfere with it. The main job is for each group, each agency, to discover its proper function in relation to the entire program and join wholeheartedly in cooperating for the common welfare. In recent months we have been making progress in clarifying the relationship between various agencies and the prospects seem bright for closer cooperation of effort than ever before.

"It seems to us that progress can be made through the development of cooperative marketing agencies wherein the carrying of the produce of the farmer into the hands of the processor, whoever that may be, will be done in the interests of the producer, and so handled that the operations of the various groups dealing in any particular commodity are not such as to cause one to be destroying the efforts of the other.

"The other fundamental is the problem of better regulating supply to potential demand, something that has never been worked out in agriculture to any appreciable extent. We do not believe, however, that it is impossible of achievement. Seasonal variations in crop yields will always be with us, but a study of the records of the past indicate that it is entirely possible to measurably control this situation if attention is paid by the producers of any commodity to the trade situation affecting that particular product.

"A third major fundamental is the quality of what is produced. Obviously consumption will always be better if the commodity is what the consumer desires."

## Teamwork Between the Bureau of Agricultural Economics and the Federal Farm Board By Nils A. Olsen, Chief, BAE.

Mr. Olsen declared that the problem of coordinating production with demand must be solved in order to bring prosperity to agriculture. He discussed the numerous factors underlying the agricultural situation, and said that "the important line of attack in this problem is to get to the facts. Unless you have the facts you have no basis for intelligent action, - facts intelligently interpreted and put into action. The Bureau of Agricultural Economics is ready to make its contribution in this great effort to bring about adjustment. We are prepared, with our organization, to get the facts throughout the country. The Bureau of Agricultural Economics is a public service institution. In collecting the facts the bureau must get them from all impartially in such a manner that they represent the thing we are trying to present." He declared that various problems in agriculture must be met by legislation, - seed loans, roads, credits, increased revenue. State legislation, he said, can provide action for handling the taxation problem.

## Cooperation of Extension Workers in Work of the Federal Farm Board. By Dr. C. B. Smith, Federal Extension Service.

"A survey of the present status of cooperative business in each State is being made by representatives of the economics and extension staffs of the Land Grant Colleges and the State departments of agriculture. A preliminary report of the survey of the Northeastern States cooperative associations visited up to October 10, 1930, reveals that at this time 516 cooperatives had been studied and that approximately 133 remain to be visited.

"During the past year the Extension Service throughout the United States has joined forces with the Federal Farm Board in bringing to farmers the provisions of the Act. In this work the Extension Service, cooperating with State departments of agriculture and the Bureau of Agricultural Economics have held national, regional, and county outlook meetings, at which it was attempted to prepare and extend economic information which would be of assistance to farmers in readjusting their production programs to meet market demands.

"Throughout the cotton and wheat belts acreage adjustment campaigns, developed in cooperation with the Farm Board, have been vigorously waged. It will be the purpose to continue to carry as far as possible the acreage adjustment plan to include sound principles of organizing local, regional and national cooperative marketing associations. Through the farmer—owned and—controlled cooperative marketing associations, extension forces will exert every effort to guide the farmer, first, in producing a quality product which will meet market demand, and second, in following the correct methods of as—

sembling, grading, packaging, loading, transporting and selling their agricultural products.

"State extension services from all States have viewed the Marketing Act as the missing link in past National agricultural programs and see in it the long looked-for key to unlock the cooperative marketing problem and to make possible the formation of producer-owned and producer-controlled cooperative marketing associations through which farm products may reach the ultimate consumer on a sound collective basis. \*\*Extension forces, also, believe that one of the best ways of handling surpluses is not to produce them."

#### Cooperation of Vocational Agricultural

Workers in Work of Federal Farm Board.

By C. H. Lane, Federal Board for Vocational Education.

"It is expected that the united efforts of the Federal Board for Vocational Education and the Federal Farm Board to lay greater stress on the teaching of cooperative marketing in the vocational agricultural schools and more particularly in evening classes for adult farmers, will result in a clearer understanding on the part of the farm population of the principles of cooperative marketing and of the value of selling agricultural products cooperatively. The close contact which teachers of vocational agriculture have with the younger and older generations on the farm will, it is believed, enable them to make the local schools a center for the discussion of community marketing problems and for the development of community cooperative marketing plans."

### Progress in Tobacco and Cotton Organization By James C. Stone, Vice-Chairman, Federal Farm Board.

"The two chief objectives of the Farm Board in its work with cotton and tobacco are to assist in the development of cooperative marketing associations for the handling of those commodities and in helping to bring about an adjustment of production to market requirements.

"In the case of cotton the job was chiefly the coordination and consolidation of more than a dozen existing State cooperatives, which were actively and independently competitive with each other, into one centralized sales agency which is to market the cotton produced by the grower members of nine States and two regional cooperatives.

"With regard to tobacco, the problem is to educate the growers to an appreciation of the principles of cooperation and to assist them in the organization of new associations. With both commodities there is urgent need for intelligent planning to adjust acreages so as to reduce existing surpluses and to bring production more nearly in line with market requirements.

"The Farm Board is convinced that both cooperative organization and production adjustment and control are necessary and it is equally certain that growers must act to help save themselves. They must develop cooperative-mindedness. If farmers will organize effeciently and will develop friendly relationships with the manufacturers and processors and with the buying public, they will start going along the pathway to deserved prosperity."

### Farmers National Grain Corporation By George S. Milnor, General Manager.

The Farmers National Grain Corporation, during the first year of its

existence, has established at seventeen different points throughout the grain producing areas of the United States, branches or representation through whom it makes contact with local producers organizations. The Corporation in ro way influences the producer as to the time or the market in which he should sell his grain, but on the contrary, offers to the producer a continuous market for his grain at any shipping point and at any time he may wish to sell it.

"From the time the Corporation purchases from the producer the grain is handled, stored, sold and shipped in much the same manner as has been in vogue for many years. Through the many branches of the Corporation a vast sales organization is continuously at work securing not only milling, but other customers, throughout the United States. The activities of the various branches are controlled through the central or general office of the Corporation, located in Chicago. A separate and complete export department is maintained.

"During the first few months of the present crop year, more than 50,000,000 bushels of grain have been handled."

### The National Livestock Msrketing Association By J. D. Harper, Representative of Association.

"In carrying out a country-wide marketing program to control and stabilize marketing practices and to assist in carrying out the purposes of the Agricultural Marketing Act, the National Livestock Marketing Association proposes (1) to minimize speculation; (2) to prevent inefficient and wasteful methods of distribution; (3) to encourage organization of producerowned and -controlled marketing agencies, and (4) to prevent and control surpluses through orderly production and distribution so as to maintain advantageous domestic markets and avoid excessive fluctuations and depressions in price.

"Membership in the National Association is limited to cooperative national livestock selling agencies which comply with the provisions of the Capper-Volstead Act. Directors in the National are elected from member agencies. Representatives on the board of the directors of the National are eligible from agencies which marketed during the previous calendar year, ending December 31, not less than 2500 single decks of livestock, or the equivalent thereof."

### The National Fruit and Vegetable Program By A. W. McKay, Federal Form Board.

"One of the obstacles to centralized marketing of fruits and vegetables is the fact that we are dealing with a group of commodities which are as distinct as cotton and wool, or as wheat and dry beans. Tomato growers have little in common with the apple producers in the Northwest, or cherry growers in Michigan. There are over 45 distinct products, produced in all parts of the United States under varying conditions. Also, there is a degree of competition between regions producing the same commodity, which makes it difficult to develop a coordinated program. A third difficulty is the lack of local cooperative organization in certain sections. Sections that are comparatively well organized hesitate to unite in a regional or national organization with other sections where cooperation has developed only locally or not at all.

"The Board has concluded, first, that a national organization embracing all fruit and vegetable products is out of the question, and, second, that national organization organizations by commodities or closely related groups of commodities will have to develop slowly and, in many cases, will have to await the further strengthening and regional associations. In all probability, commodity regional associations handling the same or a group of closely related fruit and vegetable commodities will be later federated to form an overhead national cooperative organization. The commodity marketing specialists of the Division of Cooperative Marketing are assisting in setting up local and regional associations."

### The World Wheat Situation By Dr. O. C. Stine, BAF.

"The world has on hand a large supply of wheat and prices in surplus producing countries have fallen to a very low level. The worst is probably over. The world's consumption of wheat in the present season is likely to be somewhat larger than in the past season, and the carryover at the end of the season to be less than the stocks on hand at the beginning of the season. There is a reasonable basis for expecting that business and financial conditions, which have been important factors in bringing wheat prices to a low level, will improve to some extent in the course of next year and thus strengthen wheat markets. Wheat producers in this country, however, must be prepared to meet keener competition from foreign countries in the future and to sell their wheat on the basis of a price lower than the average for the past six years."

### The New Regional Grain-Marketing Organizations By W. J. Kuhrt, General Manager, Northwest Grain Association.

"There are now five regional grain marketing organizations — the North Pacific Grain Growers, Inc., Northwest Grain Association; Farmers' West Central Grain Co-operative; Intermountain Grain Growers, and Illinois Grain Corporation. All of these regional associations have made unusually rapid progress in their organization work and it is probable that the associations will handle at least 50,000,000 bushels of the 1930 crop. The general plan of organization of these regional associations contemplates the federation of existing local elevator co-operatives into a large-scale terminal marketing co-operative of the capital stock type, yet strictly co-operative and conforming in all respects to the requirements of the Capper-Volstead Act."

### Standardization and Inspection (Committee Report) By S. B Shaw, Chairman.

"Thirty-four States have cooperated in the preparation of this report. In none of the States reporting have any new laws relating to standardization and inspection been enacted since December 1, 1929. Ten States contemplate the revision of existing laws or the enactment of new ones relating to grades, standards, or inspection. In fifteen States present laws are being enforced. Ten States have no compulsory grades or inspection

laws but for the most part growers and shippers are observing the requirements of such voluntary laws as do exist. Three States appear to have no laws of this character. In two States the laws were inactive and in three the law only particially covers grades and inspection."

## Crop and Livestock Estimates (Committee Report) By L. A. Carlisle, Chairman.

Mr. Carlisle reported on improvements made during the past year in the crop and livestock estimating technique of the Federal Crop Reporting Board, the establishment of a new method of interpreting condition figures, expansion of the fruit and truck crop estimating work, the expansion of the dairy program to include in due time current estimates of milk and butterfat production, and various activities by the States in the collection of crop and livestock statistics.

He said that "in the New England area definite records of acreage and yield have been obtained on asparagus in Massachusetts and Connecticut\*\*\*

New York State reports that during the past two years muck areas have been covered in farm to farm surveys\*\*\*Maryland reports an extensive survey of the tobacco situation\*\*\*In Virginia a law recently passed requires the Commissioner of Revenue to report to the Commissioner of Agriculture the numbers of the several classes of livestock assessed by them annually\*\*\*Pennsylvania reports the development of a new method of securing crop acreage."

#### The Package Plan of Marketing Meat By F. M. Simpson, Swift & Co.

"We have a new process of freezing fresh meat for consumer packaging in the packing plant. The meat is frozen so quickly that the ice cells have not time to form and, compared to the old method, there is no ice in these quick freezing cuts. This enables us to keep the juice within the meat and retain that flavor that is so desirable in the fresh meat. Refrigeration in transit and in display cases are difficulties that must be solved in handling the products."

## The Perishable Agricultural Commodities Act By C. W. Kitchen, BAE.

"The outstandingly new feature of this law is that by mandatory licenses, it provides a direct method of applying remedies already available — a method which we hope will prove more effective and which we believe will be more responsive to the needs of this industry. It provides specific penalties for unfair practices, uniformly enforceable for the first time by Federal law. With the background of its extensive standarzization, market news and inspection services, the Bureau of Agricultural Economics seems to be particularly well fitted to administer a law of this kind. We approach its administration in the belief that information, standardization and inspection, certification and helpful regulation do not interfere with fair competition nor with the operations of useful and productive agencies of distribution.

"Our method of administration proceeds on the theory that, regard-

less of the method of marketing, constructive and fair competition benefits all parties to a transaction, and that unethical or unfair competition, while perhaps temporarily advantageous to a few, is ultimately injurious to all. Our objective, therefore, in the administration of this and other laws for whose enforcement we are responsible is in the measure of service we can render the agricultural industries concerned."

#### Transportation (Committee Report) By R. B. Etheridge, Chairman.

Mr. Etheridge submitted a detailed report on changes in transportation rates on agricultural products by the Interstate Commerce Commission during the past year. He also reported on the steady growth of motor truck transportation in Delaware, Iowa, Kentucky, Louisiana, Maryland, Michigan, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, South Carolina, and California.

#### Legislation (Committee Report) By H. F. Fitts, Chairman.

Mr. Fitts concluded his report on Federal and State marketing legislation enacted during the past year with the results of a survey of proposed State legislation for the future.

"Connecticut - Some changes in the present apple grading law might be beneficial. There has been talk of a change from compulsory to a voluntary basis. Delaware - Complaint has been made by growers against orchardists who do not properly spray or dust their trees. Relief probably will be asked of the legislature. Indiana - The Farm Bureau and other agricultural organizations are making an effort to bring about the writing of a new State constitution. Kansas - It is quite likely that a bill to establish a Marketing Bureau will be presented at the next session of the legislature. New York - The bill pending in the last legislature to cover the compulsory grading of potatoes probably will be introduced at the coming session. Rhode Island - The Department favors some sort of commission merchants law for a uniform method of accounting for agricultural commodities produced and sold in the State on a commission basis. South Carolina - There is talk of a standardization bill to make the Federal grades the State grades for fruits vegetables."

#### Annual Business Meeting

The report of the Secy'-Treas. showed that there were 20 executive members in the association in 1930. A suggestion to appoint a committee on terminology was discussed and referred to the executive committee. The Committee on Legislation was asked to draft a model State law to supplement the Perishable Agricultural Commodity Act. At the election of officers the following were chosen:— L. A. Bevans, Mass., Pres.; Vice Pres., R. B. Etheridge, N. C.; Secy'., F. B. Bomberger, Md.; Executive Committee Members in addition to officers; C. W. Waid and Nils A. Olsen; Committee Chairman; Sales and Consignments, A. W. Pomerening, Wis.; Market Reporting, R. G. Phillips, N. Y.; Cooperation, A. W. McKay, D. C.; Crop and Livestock Estimates, G. A. Stuart, Penn.; Standardization, Sidney Edwards, Conn; Transportation, R. F. Hall, Minn.; City Marketing, E. R. Swiler, Ohio, Legislation, H. F. Fitts, D. C.

STATE AND FEDERAL

# MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE. RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS. UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 17, 1930

Vol. 10, No. 51

ECONOMICS BUREAU REPORTS
ON WORK DURING PAST YEAR.

Several new lines of economic research and service looking toward the organization of the farm industry on a more profitable basis were established in the fiscal year ended June 30, 1930, by the Bureau of Agricultural Economics, according to the annual report of Nils A. Olsen, chief of the bureau, to Secretary Hyde.

Mr. Olsen says that "with agriculture continuing to face critical economic difficulties, the resources of the bureau during the past year have been put to maximum use in meeting the demands for economic service and information. The regularly issued reports have been supplemented with numerous special inquiries; the economic research has been directed in large measure to emergencies of one kind or another; and the general information and inspection services have been amplified wherever possible.

"Special effort has been made by the bureau to evaluate the tendencies in competition and demand and to provide a better basis for essential adjustments in our agriculture. The analysis of price trends has been strengthened and the long-time phases of the agricultural outlook have received increasing attention. Measures have been initialed to focus, by type-of-farming regions, the farm management researches of the bureau upon the organization and operation of farms. Special effort has been made to determine the best uses for submarginal agricultural lands.

"A foreign agricultural service division has been created in the bureau, and trained observers are now being stationed in the important competing and consuming regions of the world to report currently on developments affecting foreign competition and demand. In the development of this service there will be the closest coordination with the foreign offices and activities of the Departments of State and Commerce."

Mr. Olsen reports the establishment of an experimental cotton-ginning plant in cooperation with the Bureau of Public Roads; the creation of a special organization to administer the Perishable Agricultural Commodities Act for the licensing of commission merchants, and the establishment of a tobacco inspection service. He says that the bureau also is working in close cooperation whith the Federal Farm Board.

The report gives in detail the numerous activities of the bureau, many of which are carried on in cooperation with the State agricultural extension services. Cooperation with State departments of agriculture deals chiefly with the standardization and inspection of farm products, and the dissemination of market news. Every available means of keeping farmers informed closely on the latest economic developments is utilized by the bureau to aid farmers in adjusting production programs to market needs.

T Accust Washington

## "FROZEN FOODS" CONFERENCE CREATES WIDE INTEREST.

Two hundred representatives of industries interested in the production, transportation, and distribution of "frozen foods" attended a conference on that subject, held by the New York Food Marketing Research Council in New York, on December 9.

Approximately 100,000 barrels of cherries were packed and frozen in 1930, declared H. W. Ullsperger of the Door County (Wisconsin) Fruit Growers Union, in an address dealing with the frozen fruit market demand. Mr. Ullsperger said that "the growth in processing and packing cherries in a frozen state has revolutionized cherry sales methods and increased demand to such an extent that cherry prices have been more stabilized than most fruits."

The freezing and distributing of Georgia peaches were described by W. R. Tucker of the Atlanta, Birmingham & Coast Railroad Company. Mr. Tucker said that a quick-freezing plant designed to handle 40,000 pounds of ripe peaches in twenty-four hours, at Montezuma, Georgia, turned out nearly 700,000 pounds of the finished product during the past season.

The preparation, packaging and shipping of frozen fruits and vegetables were outlined by Clarence Birdseye of the General Sea Foods Corporation, who said an experiment in Springfield, Massachusetts, has proved that "people will buy quick-frozen products if the products are of an exceptionally high quality and suitably packaged." He declared that "one of the first essentials in the merchandising of frozen packaged food products is that they should be displayed and stored under mechanical refrigeration in the retail store."

The transportation of frozen fruits and vegetables at low temperatures was described by Horace M. Wigney of the Safety Refrigeration Corporation. Mr. Wigney said that "many of the large railroads have contracted for Safety Iceless Refrigerator Cars and Safety Protective Service for the use of shippers who require thermostatic temperature control in the transportation of perishable products."

Display equipment requirements in retailing frozen products were discussed by C. V. Hill of C. V. Hill & Company, Inc. Mr. Hill stressed the difficulty of holding products at low temperatures in display cases, but said that this problem has been solved by the construction of a case in which a zero temperature can be maintained.

Edward S. Reynolds of the American Can Company described processes for preserving frozen fruits in hermetically sealed containers. He said that "vacuum packing makes possible the use of automatically filled, hermetically sealed containers, which can be delivered to the consumer with the ends of the container in a concave position." He said that the container may be held for a considerable period under modern domestic refrigeration, provided the product has been maintained in a continuous frozen state.

The keeping qualities of frozen foods and their distribution were discussed by C. A. Magoon of the United States Department of Agriculture. Mr. Magoon said that "the frozen vegetable problem is complicated by reason of the fact that some bacteria responsible for food spoilage thrive in the presence of air, while others, including the botulinus organism, grow best under at least partial absence of air. Whether a vacuum pack or a non-vacuum pack is to be preferred cannot now be stated. In any case frozen vegetable foods should be held continuously in a solidly frozen condition until actually prepared for the table."

## NORTH CAROLINA MARKETS DIVISION ISSUES REPORT.

Reporting on the activities of the Market Division of the North Carolina Department of Agriculture, Commissioner William A. Graham says that "during the past two years this division has inspected 11,392 carlots of fruits and vegetables at shipping points. In September, 1929, tobacco grading was started in North Carolina. The Market Division has been largely instrumental in developing the poultry industry in this State, shipments for the years 1929-30 having aggregated over ten million pounds of live poultry. Much work has been done in the preservation of eggs through cold storage. We are developing a market for wool. This Division also assists in marketing livestock and in helping extend the market for cattle and hogs. We have worked out a plan with the Federal Bureau of Agricultural Economics whereby information concerning carlot shipments of fruits and vegetables, together with prices received for these products, is disseminated daily by radio."

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#### LAND PROBLEM SIGNIFICANT IN ECONOMIC PROGRAM.

An economic program of agricultural production that will contribute substantially to agricultural betterment must include three lines of action—adjusting production to market demand, reducing costs of production, and eliminating submarginal land, according to Nils A. Olsen of the Bureau of Agricultural Economics in the foreword to a graphic summary, "Land Utilization and the Farm Problem", just issued by the U. S. Department of Agriculture.

"Continuous withdrawal of submarginal lands from crop production," Mr. Olsen said, "will contribute somewhat to the reduction of agricultural surpluses and will retard the expansion of the agricultural area while demand overtakes supply." Copies of the publication may be obtained from the Department of Agriculture, Washington, D. C.

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#### PROSECUTIONS UNDER NEW JERSEY LICENSING LAW.

One firm has been sued for violation of the New Jersey produce dealers licensing law, and a conviction obtained; and fourteen similar cases are pending, according to Secretary William B. Duryee of the New Jersey Department of Agriculture. Complaints from farmers of dishonest practices on the part of dealers are used by the department in determining whether or not certain licenses should be renewed.

Secretary Duryee is advising farmers and produce dealers in New Jersey that operation of the Federal perishable agricultural commodities act does not affect the New Jersey law requiring licensing and bonding of produce dealers, commission merchants and brokers operating in the State. Many inquiries have been received by the department on this point.

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U. S. STANDARDS FOR SWEET ANISE have been issued by the Bureau of Agricultural Economics.

## RECOMMENDS TRADING I IMIT ON GRAIN FUTURES.

Recommending legislation which would impose "a rational limitation upon the volume of daily purchases or sales and the total futures holdings permitted a trader for speculative purposes," in the contract grain markets of the country, J. W. T. Duvel of the Grain Futures Administration said in his annual report to Secretary Hyde that such a limitation "would inure to the direct benefit of all interests using the futures market for proper purposes."

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## NEW CELERY PACKAGES CN KANSAS CITY MARKET.

Idaho and Oregon celery is being received on the Kansas City market in half-crates that are a little wider and higher than the Florida celery crates with which the trade generally is familiar. Certain brands of California celery also have been received in half-crates. The stock is washed and precooled, well-trimmed and of excellent quality, and is selling about two-thirds tue market price of the old-style California crates of the same quality celery in the rough.

A new package is the California highball crate, which is somewhat like the Michigan highball crate in length and width. The California crate is higher in order to accommodate the longer stalks grown in California. The celery is washed, precooled, and tightly-packed, 18 to 20 stalks to the crate. The stalks are closely trimmed so that nothing but the edible stems are shipped.

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## TEN YEARS OF FEDERAL RADIO MARKET NEWS SERVICE.

On December 15, the Bureau of Agricultural Economics rounded out ten years of radio market news service. On December 15, 1920, the Federal Bureau of Markets, now the Bureau of Agricultural Economics, broadcast in radio code the first national agricultural news report from the Washington radio station of the United States Bureau of Standards.

From this modest beginning the radio market news service of the bureau has grown until now more than one hundred radio stations throughout the country broadcast from one to a dozen reports daily on the farm markets, the news being furnished by the bureau at Washington, and the various branch offices of that bureau.

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## PENNSYLVANIA TO MARKET LAMBS COOPERATIVELY.

Having achieved considerable success in marketing wool cooperatively, several county and regional wool growers' organizations in Pennsylvania are planning to use the same system in marketing lamb crops, the Pennsylvania State College has announced.

#### IN CONGRESS

- S.J.Res. 195. by Senator Sheppard, authorizing investigation of certain cperations on cotton exchanges, passed the Senate.
- H.J.Res. 333, by Mr. Browne, to authorize an appropriation of \$10,000 for the expenses of participation by the United States in the ninth international dairy congress at Copenhagan, Denmark, has passed both Houses.
- S.J.Res. 211, by Senator McNary, providing \$60,000,000 for relief of farmers' in the drought and storm stricken areas of the United States, has passed the Senate.
- H.J.Res. 411, by Mr. Haugen for the same general purposes as S-211 has been reported out of the Agricultural Committee of the House.

#### Bills Introduced

A number of bills providing relief for farmers in drought stricken areas have been introduced. Among these are S.J. Res. 216 by Senator NcNary and S. 4786 by Senator Robinson authorizing an appropriation of \$60,000,000 for furnishing seeds, feed and other supplies. Other bills providing loans for similar purposes were introduced by Senator Jones, Senator Caraway, and Congressmen Haugen, Summers, Arentz, Aswell, Almon, Fuller, Lankford, Moore of Virginia, McClintic of Oklahoma, and Selvig.

A number of bills provide also for additional construction work and road building.

- S.J.Res. 210, by Mr. Capper, authorizes the distribution of 40,000,000 bushels of surplus wheat for relief purposes.
- by Mr. Blaine, provides for the creation of a Federal In-S. 4839, dustrial Commission to aid in the stabilization of employment in industry, agriculture and commerce.
- by Mr. Selvig, is for the purpose of stabilizing the price H.R. 14277, of wheat.
- H.J.Res. 409, by Mr. McKeown, provides for the suspension of foreclosure proceedings by Federal Land Banks for a period of 12 months.
- by Mr. Fitzpatrick provides for a 40-hour week for Federal H.R. 14251, employees.
- H.J.Res. 424, by Mr. Garber, to authorize the distribution of 60,000,000 bushels of surplus wheat for relief purposes.

- H.R. 14821, by Mr. Bankhead, to provide for extending the time of payment of loans made by Federal Land Banks.
- S. 5109, by Senator Frazier, to liquidate and refinance agricultural indebtedness\*\*\*by establishing an efficient credit system.
- H.J.Res. 432, by Mr. Edwards, suspending foreclosure proceedings by Federal Land Banks.

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#### BRIEFS

ROADSIDE buying is popular in New Jersey, says the New Jersey Department of Agriculture, citing as evidence of this the sale of most of the State's annual \$456,000 honey crop by beekeepers direct to consumers.

PROGRESS in Idaho agriculture is being made, says Dean E. J. Iddings of the University of Idaho, because "we are learning to standardize our products, giving more attention to high quality and intelligent marketing."

A DEVICE that mechanically removes bran from small samples of brown rice and that may be used also to remove the hulls and bran from rough rice of good milling quality, has been developed by R. M. Gehl of the Bureau of Agricultural Economics.

A SUMMARY of standard tobacco grades for U. S. Type 22 has been issued in mimeograph by the Bureau of Agricultural Economics.

CUT the cost of feeding cows, says the Wisconsin Experiment Station in Bulletin 417 on that subject.

CONNECTICUT agricultural problems will be considered at the Annual Union Agricultural Meeting to be held ay Hartford, Conn., January 21, by the Connecticut Department of Agriculture.

RECENT mimeographs issued by the Bureau of Agricultural Economics include the following:

"Marketing Texas Spinach, Season 1929-30," by G. D. Clark.

"The Perishable Agricultural Commodities Act in Operation," by C.W. Kitchen.

"Marketing Western New York Carrots, Season 1929-30," by J. P. Klein and A. L. Thomas.

"Research to Aid Adjustment in Agriculture," by Eric Englund.

"Consumer Demand for Apples in New York City, 1927" by Earl R. French.

"Marketing Imperial Valley Lettuce, 1930 Season," by R. H. Lamb and L. T. Kirby.

"Marketing South Florida Tomatoes, Season 1929-30," by V. H. Nicholson.

"Marketing Florida Celery, 1930," by R. E. Keller.

"Directory of Teachers giving courses in Rural Sociology and Rural Life."

STATE AND FEDERAL

## MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

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Vol. 10, No. 52

## VIRGINIA COOPERATIVE MARKETING LAW IS AMENDED.

Admendments to the cooperative marketing law of Virginia, made by the last Virginia Legislature, make it possible for producers of agricultural products to obtain the same benefits in purchasing farm supplies as in marketing agricultural products.

Other provisions of the amendments as summarized by J. H. Meek of the Virginia Division of Markets,

"Allow producers of agricultural products engaged in the use or consumption of supplies handled by an organization incorporated under this law to become members of associations incorporated under the law, as well as those producing the agricultural products that are sold by associations incorporated under this law.

"Permit associations incorporated under this law to do business with non-members to an amount in value to that handled by them for members.

"Make it possible for the Board of Directors of Associations to take all necessary action to adopt the provisions of the Cooperative Marketing Act for their associations.

"Eliminate the requirement of the certificate by a judge for incorporating an association under this law."

Numerous other changes and additions were made by the amendments, a tabulation of which will be furnished by Mr. Meek, upon request. All of the law as now in effect has been printed in a pamphlet entitled "Cooperative Marketing Law" copies of which may be obtained from Mr. Meek.

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## NEW ENGLAND WANTS UNIFORM INSPECTION.

A resolution requesting the New England Council to investigate the possibilities of a New England-wide inspection service was passed at the November 19 meeting of the New England Association of Marketing Officials, at Boston. It was brought out at the meeting that with increased interstate shipments of New England labeled products, it is becoming increasingly difficult for the various States to conduct inspections properly.

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"PRICES PAID FOR MARYLAND FARM PRODUCTS, 1852-1927," has been published by the University of Maryland, as Bulletin 321. The bulletin gives the results of a study carried on cooperatively with the Bureau of Agricultural Economics.

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#### INAUGURATES RADIO PROGRAM FOR PACIFIC COAST.

On January 1, 1931, the United States Department of Agriculture will inaugurate a new series of daily, specialized radio programs for the Pacific Coast and Intermountain regions on a network of 10 associated radio stations of the National Broadcasting Company.

The programs will be broadcast from the San Francisco studio of the National Broadcasting Company, 12.15 to 1.00 p.m., Pacific Standard Time, Monday to Friday, inclusive. The programs will include twenty minutes of music and entertainment contributed by the broadcasting company, five minutes of news dispatches, and twenty minutes of information arranged and delivered by the Department of Agriculture and cooperating agencies. The Department of Agriculture portions of the program will be directed by a Western program manager, R. H. Lamb of the market news service of the Bureau of Agricultural Economics.

The Western Farm and Home Hour, as the new program is called, represents the first step in regionalizing the Department network radio programs.

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## NEW YORK AND NEW JERSEY DISCUSS COMMON PROBLEMS.

Agricultural problems common to New York and New Jersey were discussed by members of the State Board of Agriculture of New Jersey and members of the New York Council of Agriculture and Markets at a joint meeting in Albany, New York, November 19.

Emphasis was accorded the subject of marketing farm products. The meeting was arranged through the efforts of William B. Duryee, New Jersey secretary of agriculture, and Berne A. Pyrke, New York commissioner of agriculture and markets. Other meetings are to be scheduled, to which representatives of other eastern states may be invited.

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## EXTENSION ACTIVITIES REFLECT TRENDS IN AGRICULTURE.

Recent economic changes and mechanical inventions have been reflected in the activities of the various branches of the Extension Service of the U. S. Department of Agriculture, according to Director C. W. Warburton in his annual report to Secretary Hyde.

Director Warburton says that in the extension work in which the State agricultural colleges and the Federal department cooperate, special emphasis was placed upon economic lines in the year ended June 30, 1930, which the report covers. Cooperating with the Federal Farm Board the Extension Service gave increased attention to cooperative marketing and to the adjustment of agricultural production to market demands.

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"TOMATOES FOR CANNING AND MANUFACTURE" has been published as Farmers' Bulletin 1233, by the U. S. Department of Agriculture.

## GROWERS SHOWN HOW TO CUT POTATO STORAGE LOSSES.

Wastes and losses of potatoes in storage can be prevented in great part by careful regulation of the temperature of the storage room, controlled ventilation, and exclusion of light, according to Dr. William Stuart in Farmers' Bulletin 847-F just issued in revised form by the U.S. Department of Agriculture.

Dr. Stuart emphasizes the value of changing the temperature to suit the storage stages of the potato. "If newly harvested potatoes," he says, "especially those somewhat immature, are subjected to a temperature of about 60 degrees for the first ten days of the storage period in a relatively high humidity, the injured tissues will quickly heal over." The temperature then should be reduced to about 40 degrees, and after two or three months, held at about 38 degrees.

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## STABILITY OF LIVE STOCK INDUSTRY IS SOUGHT.

A marketing system that will correlate production and marketing practices and stabilize markets for cattle, hogs and sheep will do more for American agriculture than improvements in the handling of any other single commodity, in the opinion of J. D. Harper of the National Livestock Marketing Association, addressing the National Association of Marketing Officials in annual convention at Chicago, December 3.

During the past year, he said, the National Livestock Marketing Association has been organized, composed of eighteen producer controlled sales agencies from San Francisco to Buffalo, which have united as stockholder members of the association, actively engaged in the marketing of a three billion dollar crop. The objectives of the association are to minimize speculation, prevent inefficient and wasteful methods of distribution, encourage organization of producer-owned and controlled marketing agencies, prevent and control surpluses through orderly production and distribution.

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#### EASTERN OREGON WHEAT LEAGUE HOLDS MEETING AT HEPPNER.

Seymour Jones, State Marketing Agent, Oregon, reports that "a very interesting and successful meeting of the Eastern Oregon Wheat League was held at Heppner, Oregon, December 11, 12 and 13, when about 250 grain growers from eleven counties of the wheat belt came together to discuss the problems faced by their industry."

Following addresses on various economic phases of the wheat industry, resolutions were presented covering all phases of the growing and marketing situation — including a demand for the so-called debenture plan, endorsement of the Steiwer bill for improving Columbia River, and endorsement of the Umatilla Rapids project. A resolution by the grain handling committee urged Governor-elect Meier to follow the policy of the last three governors in "maintaining the present efficient grain inspection staff."

## LIVESTOCK GROWERS MEET TO DISCUSS "BOYCOTT CASE".

Central and southern Illinois livestock growers met at East St. Louis, December 23, at which J. R. Fulkerson, president of the Producers' Commission Association of East St. Louis, gave a brief summary of circumstances leading up to the Government hearing where evidence was presented several weeks ago showing that commission companies and traders at the National Stock Yards discriminated against two cooperatives contrary to the rules and regulations of the Packer and Stock Yards Administration. The national significance of the St. Louis case was discussed by P. O. Wilson, manager of the National Livestock Marketing Association.

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## MARKETING ASSOCIATION REPORTS ON NEW FNGLAND "LABELS".

The New England Association of Marketing Officials in a statement of progress of the New England Farm Marketing Program reports that up to December 1, sales of New England labels covering apples, eggs, asparagus, celery, potatoes, turkeys, bady chicks, strawberries, and tomatoes aggregated 4,446,700 labels. Sales of standard containers and markers for eggs, asparagus, celery, and potatoes aggregated 2,182,478 standard containers and markers.

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#### FARM INCOME SHOWS DROP DURING CURRENT YEAR.

Farm incomes from the production of 1930 are expected to be lower than for any season since 1921, according to Secretary Hyde of the United States Department of Agriculture in his annual report to President Hoover.

"The gross income from the 1929 production amounted to about \$11,851,—000,000, or about \$110,000,000 greater than that for 1928," Secretary Hyde says. "The aggregate gross income from the 1930 production will probably be about \$9,950,000,000, or 16 per cent below that of 1929.

"The reduced farm incomes of 1930 follow a series of years - 1924 to 1929, inclusive - in which, despite diverse conditions in different agricultural sections, the aggregate income was fairly stable. This year all sections suffered because of world-wide industrial depression. In addition, farmers in a wide area suffered seriously from drought. In the drought-stricken area the gross farm income will be reduced about 25 per cent below that of 1929. In other sections the gross income, though greatly reduced, may be better than it would have been had the drought not lessened the country's total farm production.

"Mainly, readjustments in acreage are necessary as a corrective of low prices. Wise acreage adjustments can help to decrease the unit cost, as well as the volume of production, and thus to widen the favorable margin, when any exists, between costs and prices, or to decrease that margin when it is unfavorable."

#### INSPECTION PROBLEMS

Py J. H. Meek Virginia Division of Markets

We have done everything possible to inform growers, shippers, dealers and all others interested in the Virginia apple industry upon the apple grades and inspection requirements. Every possible effort has been made to simplify the grades, clarify the definitions, and to emphasize and explain the more troublesome points involved in getting uniform application. It is always difficult to get absolute uniform application even among inspectors, but there has been more progress during the past season among all concerned in solving this particular difficulty than perhaps in any other preceding two seasons. The use of models to determine color requirements this year and the increased use of the pressure tester to determine maturity are two outstanding methods of securing absolute uniformity among inspectors and others.

Centralization of volume increases efficiency and decreases expense of inspection. I am frank to confess that because of the lack of centralized racking and uniform grading, our fees for inspection have been much higher than they would have been under general centralized packing. However, even under the slow improvements along this line, we are hopeful of reducing the fees for inspection another season, if there is a normal crop and if the same percentage of the total crop is offered for inspection that has been offered during this season.

Cars or lots consisting of various varieties, grades, sizes, and marks make many difficult problems which retard inspection. Growers and shippers can help save the time of inspectors and thus reduce the cost of the service by avoiding this. These conditions justify a higher fee for badly mixed cars and we expect to make a difference in charges another season.

Information in advance of the quantity to be inspected; also the time and place, is highly desirable in giving satisfaction in making inspections and should be reported as early and definitely as is known.

If sales are to be made on storage stock before it is being loaded out, the best solution is to have the lot Federal-State inspected and the Virginia lot number applied at the packing house before the lot is placed in storage. Up to December 1 of this season, 1,041 lots of apples, totaling 158,592 barrels, have been State lot numbered in Virginia. A few growers have had all their apples Federal-State inspected at the orchard packing house, and the barrels given lot numbers at the time. Some of these lots were loaded directly into cars without further inspection, others of these lots were placed in storage, with the lot numbers as an excellent identification for the purpose of future sales.

Examination of representative lots of the different grades and varieties packed by the different growers, that are going into storage in the early part of the season, to determine whether or not all of the growers are packing in accordance with the requirements of the Virginia law so as to enable growers before the season advances to correct their mistakes and avoid troubles and losses is a very serious obligation, but one which cannot be fully met under present circumstances as we do not have sufficient funds for the purpose. Probably the best solution is centralized packing houses where inspectors can be maintained without excessive cost; or state super-

vised inspection, either or both of which have to be financed by fees paid by growers. Growers should frequently examine representative barrels after the barrels have been packed.

Personnel in the inspection is becoming more of a problem each year because an increasing number of inspectors is required and because of the increased responsibilities upon inspectors. It is becoming more and more difficult to train new men for apple inspection, and if the demand for the service continues to increase and the complications remain the same or increase, a large or even normal crop will make the personnel an acute problem. We want to get in touch with real live, active, capable and sensible young men of good character who may be available for service as apple inspectors another season and who will be available from year to year during the apple packing season.

The apple grading and marking law should be amended so as to require that apples shipped into Virginia from other states and offered or exposed for sale shall be marked to conform to the same requirements that the Virginia apple growers must meet, particularly as to grade and size, or to conform with similar requirements of other states. This is in accordance with my suggestion when the law was being drafted, but was not adopted. The vast quantity of apples on Virginia markets, particularly at Richmond, this season, from other states, without markings as required of our Virginia growers, and particularly without being required to be marked standard grades, and packed to meet that grade, makes it imperative in the interest of the welfare of the Virginia growers that this correction or addition be made in the law by the next General Assembly.

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#### PUBLICATIONS

THE FEDERAL FAMR BOARD has published its first annual report of activities, for the year ended June 3, 1930. Copies may be obtained, free, upon request to the Director of Information, Federal Farm Board, Washington, D. C.

"GROWING SWEET CORN FOR THE CANNERY" has been published as Farmers Bulletin 1634, by the U. S. Department of Agriculture.

"OHIO AGRICULTURAL STATISTICS FOR 1929" has been published as Bulletin 460, by the Ohio Agriculturzl Experiment Station, Wooster, Ohio.

"A BIBLIOGRAPHY OF THE HISTORY OF AGRICULTURE IN THE UNITED STATES" has been published as Miscellaneous Publication 84 by the U. S. Department of Agriculture.

"FLAXSEED BY POWER FARMING METHODS IN THE NORTHERN GREAT PLAINS" has been published as Farmers' Bulletin 1650, by the U. S. Department of Agriculture.

"CITRUS FRUIT GROWING IN THE SOUTHWEST" has been published as Farmers' Bulletin 1447, by the U.S. Department of Agriculture.

"TUBERCULOSIS IN LIVESTOCK, DETECTION, CONTROL AND ERADICATION" has been published as Farmers' Eulletin 1069, by the U.S. Department of Agriculture.

STATE AND FEDERAL

# 349MARKETING ACTIVITIES

#### AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 31, 1930

Vol. 10, No. 53

CORN SUGAR RULING
RECEIVES WIDE APPROVAL.

Widespread approval is being voiced of the recent ruling by Secretary Hyde that the "use of pure corn sugar as an ingredient in the packing, preparation or processing of any article of food in which sugar is a recognizes element need not be declared upon the label of any such product".

Secretary Hyde stated in his announcement of the ruling that "when the Federal food and drugs act was passed twenty-three years ago, corn sugar was a muddy, brown product less than fifty per cent sweet. Under conditions existing then, a prejudice existed against it. As a matter of administrative procedure, this department ruled that its presence in a prepared food must be declared on the lab $\epsilon$ 1.

"In the last ten years great progress has been made in refining corn sugar. It is now a clear, clean, white, granulated sugar. It is a wholesome and healthful food. It is now about seventy-five per cent as sweet as cane sugar. It has some properties more valuable than cane sugar. It has no qualities which are in any wise harmful to health. The reason for the old departmental ruling has disappeared. It is high time that the discrimination against it, based on an ancient prejudice should disappear also.

"There exists a potential market for corn through corn sugar various—ly estimated at from 5,000,000 to 100,000,000 bushels per annum. The smaller figure represents about 2 per cent of the cash corn reaching primary markets. The larger figure represents about 35 per cent. It is not likely that the larger figure will be realized for many years. Be the per cent large or small, the opening of this potential market for additional corn is a step in the right direction."

The press announced on December 30 that the "Corn Products Refining Company plans immediately to double its output of this product, of which it is manufacturing 400,000 pounds daily. To do this the company intends to double the capacity of its Kansas City plant and to build another plant at Pekin, Ill., at a cost of several million dollars. This decision, it is believed, will mean an increase of from 15,000,000 to 20,000,000 bushels in the consumption of corn in the coming year."

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#### IOWA FINDS FARMERS

#### EATING MORE BUTTER.

Iowa butter consumers, especially farmers, have increased the percentage of butter consumption during the past summer as a result of butter advertising campaigns, according to dairy extension specialists at Iowa State College. A survey shows that in more than 300 stores whose sales are mainly rural, 71.4 per cent of the sales were of butter and only 28.6 per cent of butter substitutes, whereas in January, 1930, only 55.4 per cent of the sales were of butter. In three of the larger cities of the State, butter consumption increased from 55.7 per cent of the total to 59.7 per cent.

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Hashington, D. C

#### AIRPLANES AND COMBINES USED IN RICE PRODUCTION.

Seeding rice by airplane and harvesting it with a combine may eliminate the storage problem that has come to be one of importance in the rice industry of California, says J. D. Long of the University of California Division of Agricultural Engineering.

Mr. Long says that "direct combining is just coming into favor, approximately 15 per cent of the rice crop of the Sacramento Valley being so harvested this season. Early in the season before the winter rains start or throughout the season if the rains are late, the combine may take some well-cured grain from the fields. Later in the season, one must expect a range of 20 to 25 per cent. Such percentages practically require bulk handling, with its attendant machinery and equipment to permit low cost moving and airing of the rice in storage, or mechanical driers. If the harvest dates can be moved earlier in the season, as now seems possible with the use of airplane seeding and combine harvesting, the storage problem may be eliminated."

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#### TENNESSEE LEARNS FARM TRACTOR COSTS.

The cost of operating a Farmall tractor on the University of Tennessee Junion College Farm at Martin, Tennessee, for 112 days or a total of 1,011 hours amounted to 57 cents per hour, the University has announced. This sum covers all costs including depreciation, interest on investment, fuel, repairs, use of buildings, etc. The tractor was used for both belt and drawbar work. Studies made in other parts of the United States show that tractor costs vary from 60 cents to \$1.10 per hour. In the University of Tennessee studies it was shown that the cost in depreciation alone was 13 cents for every hour the tractor was in use.

#### EXPERIMENT STATIONS CARRY ON 7,000 LINES OF RESEARCH.

The State experiment stations expended for agricultural research in the fiscal year 1930 about \$17,000,000, of which \$4,320,000 came from Federal sources, says Walter H. Evans, Acting Chief of the Office of Experiment Stations, in his annual report to Secretary Hyde. He says that the Purnell Act reached its fixed maximum annual appropriation of \$60,000 to each State this year, making the total annual allotment to each State under the Hatch, Adams, and Purnell Acts \$90,000.

The report shows that the stations engaged during the year in more than 7,000 lines of research dealing with problems in agricultural production, distribution, marketing, and home making, strengthened and broadened their work, and developed cooperation, especially in investigations in agricultural economics, rural sociology, and home economics, which call for cooperation on a large scale. The Experiment Station Record reviewed during the year nearly 1,000 publications reporting the work of the stations.

## LOS ANGELES AREA EGG SURVEY RESULTS REPORTED.

Four recommendations regarding the poultry marketing situation in the Los Angeles area are made by E. A. Stokdyk and J. M. Tinley of the University of California Giannini Foundation of Agricultural Economics, in reporting upon a survey of the situation they conducted in the southern part of the State.

These recommendations are: that the Poultry Producers and the Poultrymen's Cooperative Milling Association merge to form a new cooperative organization which would handle feeds, eggs and poultry; that the new organization operate without contract with members in order that producers might at times take advantage of special situations; that arrangements for the jobbing of eggs be made with the Challenge Cream and Butter Association, which is already jobbing several related commodities; and that the selling department of the new organization arrange with poultry associations in other areas to handle the eggs that they sell in the Los Angeles area."

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## NEW JERSEY REPORTS ON MARKET RECEIPTS.

Nearly two million dollars' worth of business was done in the season just ended on nine agricultural markets with which the New Jersey Department of Agriculture cooperated, the department has announced.

Total receipts on the Atlantic City Farmers' Market, between the beginning of March and the end of Octobor, were \$543,504, the sales being made up of 315,400 bushels of produce, 116,821 dozen eggs and 81,162 pounds of poultry. Sales at the Cedarville Auction Market were \$399,087; Rosenhayn Auction Market, \$102,887; the Williamstown Auction Market, \$15,579; the Hammonton Auction Market \$319,697; the Trenton Farmers' Market, \$375,664; the Camden Farmers Market \$80,022; the Flemington Auction Egg Market, \$44,198, and the Toms River Auction Egg Market, \$51,028.

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## PENNSYLVANIA CERTIFIES LARGE VOLUME SEED POTATOES.

More than 46,000 bushels of seed potatoes were certified in Pennsylvania this year, according to K. W. Lauer of the Bureau of Plant Industry, Pennsylvania Department of Agriculture. Sixty-three potato growers of the State made application for the certification of 359 acres. Out of this number, 37 growers, representing a total acreage of 221.50 met the requirements and succeeded in having their fields passed. Varieties certified included the Irish Cobbler, White Rurals, and Russet Rurals. Many of the fields entered for certification failed to pass the requirements because of the dry weather.

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THE REPORT OF THE SECRETARY OF AGRICULTURE, for the year 1930, is now available for general distribution. Copies are obtainable from the Department of Agriculture, Washington, D. C.

#### SOUTHERN COMMISSIONERS TO MEET ON ACREAGE ADJUSTMENTS.

Commissioner of Agriculture William A. Graham of North Carolina has announced that there will be a conference of Southern Commissioners held in January to discuss ways and means to bring about a twenty-five per cent reduction in cotton and tobacco acreage next year and to insist upon the use of cotton bagging for cotton and other agricultural products, instead of jute, in order that low grade cotton may be consumed in this manner and taken from the market where it brings down the general price level.

The conference was called by Harry D. Wilson, of Louisiana, president of the Southern Association of Commissioners of Agriculture. Commissioner Graham has announced that he shall continue to advocate cotton and tobacco acreage reduction.

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## EXPANSION OF COOPERATIVE BUYING IS URGED.

"If the Government wishes to aid farmers, it should excourage cooperative buying even more than it encourages cooperative selling," Dr. G.
F. Warren of the New York State College of Agriculture has announced. He
says that "the greatest price difference is between wholesale and retail
prices and the farmer sells at wholesale and buys at retail prices; there is
too great a difference between the two prices for the same goods. The high
price and greater profits on what the farmer buys at retail explains why so
many interests desire to have cooperative buying excluded from the credit
acts."

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## COLLEGE PRESIDENTS TENURE IS BRIEF, SURVEY SHOWS.

The college president is likely to be 55 years old, married, and the chances are even that he will serve not more than five years. These sidelights were disclosed in the course of the investigation into the administrative phases of colleges by the Survey of Land Frant Colleges and Universities recently completed by the United States Office of Education, Department of the Interior.

The survey disclosed that 167 presidents served less than 5 years; 76 presidents have served between 5 and 10 years. The oldest president of any of the land-grant colleges is 74 years of age; the youngest, 35 years of age. The medium age is 55. There are 69 Land Grant Colleges and Universities. Seven presidents hold only the bachelor's degree; the master's degree is the highest held by 13, while 28 hold the doctor's degree. Thirty presidents are authors of different types of publications.

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THIS YEAR'S CROP of dry edible beans was 22,137,000 bushels, compared with 20,707,000 bushels in 1929, and an average of 17,325,000 bushels for the five years 1923-28, according to the Division of Crop and Livestock Estimates.

## FARM ANIMALS IMPROVE IN HEALTH AND QUALITY.

Farm animals are improving in quality and are also being freed from many serious diseases and parasites that formerly took a heavy toll, acording to Dr. John R. Mohler of the Bureau of Animal Industry in his annual report to Secretary Hyde. Dr. Mohler bases this opinion on evidence in the form of experimental results, inspection data, and progress reports.

Improvement in the quality of farm animals and poultry, he says, is resulting from the increasing use of purebred sires, and the activities of breeders who are supplying improved types of animals in those sections where diseased and unthrifty stock are being condemned or culled. The steady progress of tick eradication in the south is an important factor in the demand for well-bred cattle.

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## IOWA ORGANIZES FARM MANAGEMENT GROUP FOR BUSINESS STUDY.

The second farm management association in Iowa, organized by farmers to make a systematic study to improve their farm business methods, has been organized in Boone, Webster, Greene and Calhoun counties, the Iowa State College has announced. The organization was completed December 20 with a membership of more than 125 farmers. The new farm management association has hired Carl Malone, farmer farmer from Keokuk County and a graduate of Iowa State College, as farm management advisor to assist the members in keeping uniform and complete records and to study farm business problems. The farm management advisor works with the members, giving each one individual help on keeping records, making inventories, summarizeng records and solving problems connected with more efficient management of the farm business.

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## PENNSYLVANIA INSPECTS ALL EXPORT APPLES.

The Pennsylvania Bureau of Markets has announced that all apples shipped from Pennsylvania for export are now inspected. An average of 1,774 carloads of fruits and vegetables were also inspected annually by the bureau the past four years, compared with 608 inspections, the highest previous four-year average. During the past year 800 carloads of grapes were certified. Approximately 40,000,000 pounds of fruits and vegetables for canneries were inspected last year.

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## CCNNECTICUT EGG PRICES MORE UNIFORM THROUGH YEAR.

Monthly averages of egg prices during the past ten years clearly indicate, according to Connecticut Commissioner of Agriculture S. McLean Buckingham, that the present low price is the result of united work on the part of Connecticut poultrymen to make the production of eggs more uniform throughout the year. The low summer prices are being elevated each year and the high winter prices are being lowered, he says.

#### UNINCORPORATED ASSOCIATION CANNOT SUE IN ITS OWN NAME AT COMMON LAW

Newton County Farmers & Fruit Growers Exchange vs. Kansas City Southern Ry. Co.

Supreme Court of Missouri, October, 1930. (31 (2d) S.W. 803).

In the trial court judgment was for defendant and plaintiff appealed. Affirmed by the appellate court.

The action in the case was to recover damages to a car of strawberries alleged to have been caused by failing properly to ice. The defendant's pleading alleged that the petition of plaintiff did not state facts suffi cient to constitute a cause of action and also challenged plaintiff's legal capacity to sue. This latter question, that of plaintiff's legal capacity to sue, was the only question here considered. Following are excerpts from the decision of the court:

- (1) "According to the petition, plaintiff is a voluntary, unincorporated association. It will be observed that the petition alleges that plaintiff, although not incorporated, possesses rights other and different from individuals, copartnerships, and joint-stock companies, and that it is capable of suing or being sued the same as a corporation. These allegations as to the rights that plaintiff possesses and as to its capacity to sue are mere conclusions and will not be considered as admitted by the demurrer."
- (2) "An unincorporated association has no legal entity distinct from its members and cannot at common law maintain an action in its own name."

"That the general rule is that a voluntary or unincorporated association cannot, in the absence of statutory authority, sue nor be sued as such, cannot be doubted. Many cases from many jurisdictions are cited in the Corpus Juris note sustaining this general rule. There are none to the contrary. Unless our statutory law authorizes plaintiff to sue in its adopted name, then it cannot maintain this cause."

(3) "Under sections 9722 and 9749, taken together, joint stock companies and associations having any powers or privileges not possessed by individuals or partnerships, as well as corporations proper, have the power to sue and be sued. Williams v. Express Co., 195 Mo. App. 362, 191 S. W. 1087. Appelant does not claim that it is either a corporation or a jointstock company, but it does assert that, though a voluntary association, it possesses powers and privileges not possessed by individuals or partnerships. It fails, however, to point out the source of any such powers or privileges. So far as appears, it is purely a creature of convention, organized and existing under the common-law right of contract only. In the absence of a statute conferring upon it a power or privilege not possessed by individuals or partnerships, it has no such power or privilege; \*\*\*"

